DANISH FOREIGN OFFICE JOURNAL

SPECIAL ISSUE FOR THE XVIIIth CONGRESS OF THE ICC

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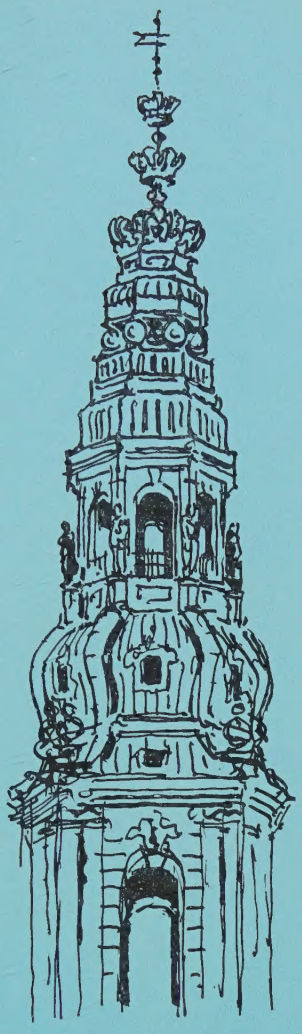
Our cover shows the Copenhagen Stock Exchange, with the main office of the Danish National Committee of the International Chamber of Commerce. The building was erected by the "Royal Architect", King Christian IV (1588–1648). To the left is Holmen's Church and in the background the Church of Our Saviour. The artist, Alex Secher, is one of Denmark's best known magazine illustrators.

Denmark's heir to the throne is King Frederik IX's eldest daughter, Princess Margrethe



The tower of Christiansborg Palace, which houses the Royal Audience Chamber and Banqueting Halls, the Supreme Court, the Foreign Ministry and Parliament (the Folketing, a single chamber with 179 members, including two from the Faroe Islands and two from Greenland).

Denmark proper, with an area of 17,100 sq. miles, is one of the smallest countries in Europe (about one-twelfth the size of France). Its population is just over $4^1/_2$ million, one quarter of whom live in Copenhagen, founded in 1167 as a fortress.

The Head of State is the Constitutional Monarch. A revision of the Constitution in 1953 introduced female succession. Denmark's free Constitution, agreed upon and signed in 1849, visualises a government emerging from the majority in a parliament freely chosen by general election. Denmark is generally regarded as the world's oldest kingdom.

Forming an integral part of the kingdom are the Faroe Islands out in the Atlantic (540 sq. m., pop. 32,456) and Greenland (849,420 sq. m., of which 77,200 sq.m. are free of ice; pop. 31,855). Since 1953 Greenland has had the status of a Danish county; the Faroes have a wide measure of self-government in local affairs.

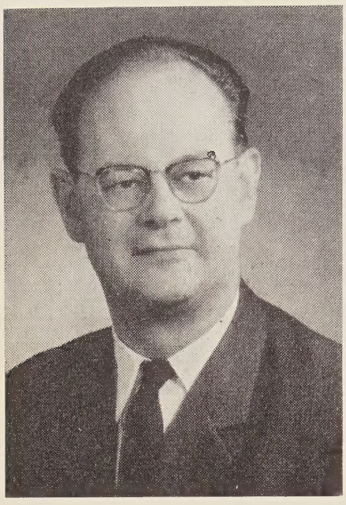
Thanks to a strong navy Denmark was a considerable power in the North Sea and Baltic until the Napoleonic wars, the outcome of which divided Denmark-Norway after a union which had lasted 400 years. In 1864 Slesvig-Holstein was lost; after a referendum in 1920 North Slesvig reverted to Denmark.

Today Denmark is a member of the United Nations Organisation (as one of the original 50 signatories), of the regional defensive alliance NATO, of the Organisation for Economic Co-operation and Development (OECD), of the European Free Trade Area (EFTA) and of the consultative bodies, the European Council and the Nordic Council.

Culturally, Denmark has contributed such world famous figures as the poet Hans Andersen and the philosopher Søren Kierkegaard, the philologist Rasmus Rask, the sculptor Berthel Thorvaldsen, the evangelist Bishop Grundtvig, and the composer Carl Nielsen. Others who are internationally known are Ole Rømer, who discovered the speed of light; Tyge Brahe, the astronomer; H. C. Ørsted, the discoverer of electro-magnetism; Niels Finsen, the doctor; and Niels Bohr, the atomic scientist.

Also famous abroad are the Danish Radio Symphony Orchestra and the Royal Danish Ballet.

Nowadays Denmark is a country with a highly developed economy and a high degree of education and training in all professions and trades; for this large public funds are available. Denmark's social welfare system has caused her to be known as "the world's social laboratory".



Foreword by the Danish
Prime Minister, Mr. VIGGO KAMPMANN, to the
XVIIIth Congress of the ICC

Today no barriers exist between Denmark and the outside world. Nor can they exist.

Whether we like it or not, Denmark no longer plays the role of spectator or supernumerary in the drama which is being enacted on the world stage and which concerns the fate of the world itself. We have given recognition to a world-embracing community and we too must play our part in it. Like other nations, we must recognise our ever-growing dependence on the outside world and on the political and economic development which is taking place within it. So far as Denmark is concerned our membership of the United Nations and of NATO and our participation in the European trading organisations are examples of how we have had to face up to situations which have come upon us from beyond our shores.

The field in which Denmark's dependence on the outside world is most apparent is that of foreign economic relations. Denmark is among the countries with the largest foreign trade per inhabitant, and a steadily increasing exchange of goods with other countries is essential for raising the level both of our production and of our standard of living.

The reason for this lies in Denmark's almost complete lack of raw materials. More than most, therefore, we rely on the import of raw materials and semi-manufactured goods for which we pay by exports of dairy produce and a steadily expanding volume of manufactured goods.

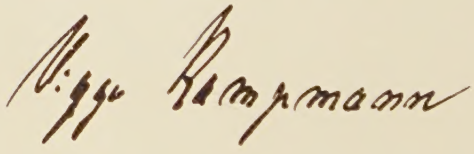
Another factor which causes Denmark to look beyond the seas is a large mercantile marine. The sea has traditionally been the means by which the Dane has achieved influence and esteem. Today Danish shipping is an important source of foreign exchange and it plays its part in carrying Danish goods to the furthest quarters of the globe.

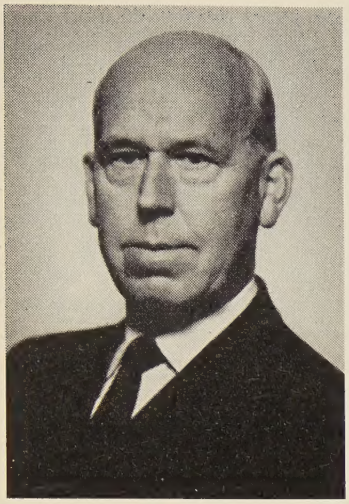
Obviously, therefore, Denmark is interested in the creation of a rational division of labour on an international basis, so that under fair and equal conditions each country may be able to find an outlet for those goods which it is particularly qualified to produce. In this way resources will be exploited to the best advantage and favourable conditions created for greater prosperity in the world.

At a time of rapid technical and thus sociological development coupled with the increasing use for peaceful purposes of new and mighty sources of energy, small domestic markets are no longer enough. Larger market groupings and extensive co-operation to exploit resources are a necessary consequence of present-day developments.

For this reason Denmark has taken an active part in international efforts since the war to liberate trade.

Efficiency is the price of victory in the race for world markets. The changing conditions under which international trade must be carried on make ever greater demands on all countries and not least on small countries such as Denmark. We realise that with new possibilities opening up we may encounter difficulties which did not previously exist. But we go undismayed into the economic race, and in doing so we express the hope that we may be regarded not only as competitors but as representatives of a democracy setting a worthy example to the outside world.





Foreword by the Chairman
of the Danish National Committee of The International
Chamber of Commerce, Mr. I. C. THYGESEN

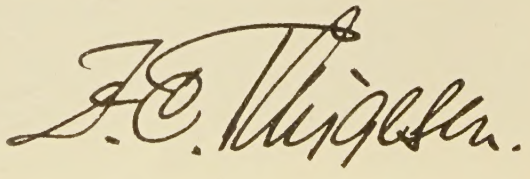
When representatives of world industry and commerce were gathered in Copenhagen in the summer of 1939 for the Congress of the International Chamber of Commerce, the newspapers were carrying disturbing news of mounting international tension. Urgent appeals for the preservation of peace were made to statesmen from the platform of the Congress, but the march of events had by then reached a point at which they could not be halted. The voices of the Congress in neutral Denmark were drowned in the maelstrom. It was the last time for five long years that members of ICC from all over the world were to have the opportunity of meeting to discuss their common and peaceful affairs.

In 1961 the international political situation is once again tense; but at least the technical developments which have taken place during the last 20 years and which have brought us into the atom and space age give us grounds for thinking that this time the voice of reason will triumph, so that in the years ahead we shall be able to concentrate in peace on the task of increasing the happiness and welfare of mankind.

Industry and commerce have a special responsibility in this respect; it is by increases in production and in the exchange of goods that the material basis of success must be created. In the International Chamber of Commerce the business men of the free world have a forum where this responsibility—and the possible ways of meeting it—can be discussed on the broadest possible basis. So it is wholly in keeping with the traditions of the Chamber that the theme which has been chosen for the Congress in Copenhagen in May 1961 should be: "Private enterprise in economic development"—politically as well as economically the burning topic of the day—for it concerns the question as to how we can help under-developed countries to solve their economic and social problems and what we can do to see that they have a chance of undergoing the development which we in the industrialized west have already largely undergone.

With the forces at our disposal, the International Chamber of Commerce harbours no illusions about the possibility of revolutionizing in a short time the living conditions in under-developed countries. Two-thirds of the entire population of the world is living at bare subsistence level. But in co-operation with our governments we can make a big contribution towards helping the progress of development. By liberating world trade and by ironing out booms and slumps in industrialized countries we can provide under-developed countries with increasing revenue for the supply of raw materials. We can put our know-how at their disposal; we can increase our investments in their countries; and we can contribute to the education of their children. All these possibilities are to be discussed at the Congress of the International Chamber of Commerce in Copenhagen, and it is our hope that such discussions between practical business men and economic experts from all over the world will bring these important matters a stage nearer realization.

It is a source of great pleasure to the Danish National Committee of the International Chamber of Commerce that this congress is being held in Copenhagen. Denmark has always been an ardent advocate of international co-operation, cultural as well as political and economic. As the Prime Minister, Mr. Viggo Kampmann, has pointed out in his foreword, our sparse natural resources and our small population demand an increase in international co-operation for the maintenance of our present standard of living. At a time when the world, with the development of modern means of communication, is daily becoming smaller, we are sure that all other nations will also find this need of peaceful co-operation ever greater.



Private Enterprise and Economic Development

By Eugene R. Black,
President, International Bank for Reconstruction and Development

It is a great pleasure and privilege for me to contribute to this special issue of the "Foreign Office Journal." In the XVIIIth Congress of the International Chamber of Commerce there will be present a very distinguished group of private entrepreneurs from the four corners of the Free World. Since all of us who try to do business across national and cultural boundaries are facing some perplexing situations today, this opportunity to pool experience and discuss common problems can be of great benefit all round.

I do not need to extol the virtues of private enterprise to the Congress. No group can contribute a greater understanding of the workings of the industrial revolution, for the private entrepreneurs are the most successful revolutionaries of our times.

But it is not in the nature of private entrepreneurs these days to think of themselves as revolutionaries. It is not their job to sell theories but to make and sell things people want and can use. This practical approach to life is, I think, their greatest strength.

Yet, whether they find it congenial or not, theirs is the heritage of Watt and Marconi, Rothschild and Ford—the inventors and engineers, the financers and industrialists who started the continuing industrial revolution. As they have in the past, the actions or inactions of private businessmen today are going to determine a large part of the history of the world in the immediate future. I think it would be profitable to examine why this is so.

For a century and a half the industrial revolution has been creating and obliterating one form of social and economic order after another until now it has engulfed all of mankind. In one way or another, it is bound to continue its tumultuous course in the future unless civilization is to be destroyed by the nuclear creations of that revolution. As an eloquent British historian has written, "Up to the industrial revolution economic and social change, though continuous, has the pace of a slowly moving stream; but latterly it has acquired the momentum of water over a mill dam. Nor for all its hurry does it ever reach a pool at the bottom and resume its former leisurely advance. It is a cataract still."

Particularly it is a cataract today in those vast continents of Asia, Africa and Latin America where tens of millions of people, while still clinging to the habits and customs of pre-industrial society, are awakening to the possibility of a better material life. Here the commercial farm and the modern city stand alongside the wooden plow and the tribal village; the chemical plant co-exists with the sacred cow.

It is easy to forget how much the turmoil and discontent which characterizes these parts of the world is the result of the cumulative impact of private businessmen and their achievements. Until the industrial revolution burst in upon them, most of the population of the underdeveloped world did not know there was an alternative to the abject poverty that has been their traditional lot. Most lived isolated in small villages, ignorant of the existence of an outside world, until the engineer drove roads and railroads through their land. Most produced only for their own subsistence or to barter in their villages for the bare necessities of life until the investor came to commercialize agriculture and introduce the idea of a money or market economy. Most saw their place in society as fixed, often as a matter of divine will, until teachers and travelers came to spread ideas of individual human values—the possibility that man can control nature and have at least some say over his own destiny. Most swore allegiance to the tribe or the village or the family unit until the political agents of the industrial revolution came to break down these ancient allegiances and start people thinking of themselves as belonging to nations.

Down through the years the impact of the industrial revolution has had an increasingly disturbing effect. The wonders of medicine, while relieving millions of recurrent, crippling disease, have paved the way in some places for a population explosion of truly staggering proportions. The wonders of the radio, the motion picture and the airplane and the fabulous paraphernalia of modern armies have dazzled millions with the wealth of industrial society. But at the same time, feelings of inferiority and frustration at the continuance of mass poverty have risen to poison the relations between the revolutionaries and the new proletariat which they have created.

This is the heritage of private enterprise as I see it. The question is how to live with it without abandoning the leadership of the industrial revolution to others who would deprive it of all its potential for the betterment of mankind. Put another way, the question is how can we keep the private businessman functioning in these lands? For unless the private entrepreneur is willing and able to make his contribution, there is not likely to be any acceptable outcome to the industrialization of the underdeveloped world.

To look at a few of the obstacles in the way of private enterprise in the underdeveloped world today is enough to conclude that we must muster every ounce of ingenuity we can to meet this challenge.

First of all, there is a heavy weight of tradition to be overcome. Almost all the functions of the entrepreneurs come into conflict with the established habits and customs of the traditional societies of the world.

Perhaps the biggest cross the entrepreneur has to bear in the eyes of these people is the fact that he is guided by the yardstick of profitability. Profits have been ill thought of in all traditional societies. They are considered the measure of a man's morality, not of his efficiency. Amongst people who do not think in economic terms the word 'efficiency' has no meaning.

But there is more, much more. It is easy to forget how special are the ideas and institutions necessary to sustain modern industrial growth. In Western society we take for granted that there must be a code of laws which places contracts among individuals above social and political status and which applies in all cases. But most of the world does not. We take for granted that there must be a considerable habit of saving and a body of people and institutions capable of putting savings to work productively. But most of the world does not. We welcome new things in our daily lives and honor those innovators who devote their talents to improving our material standard of living. But most of the world does not. We recognize the importance of spreading scientific and technical knowledge liberally among the population. But most of the languages of the world simply do not have the words to express scientific and technical knowledge.

Just to mention a few of the requirements is to show that change upon change still must occur in most of the so-called underdeveloped countries before there will be the right atmosphere to sustain modern industrial growth. But this is hardly a reason for despairing of the possibilities of private enterprise. The history of the industrial revolution is full of examples of private entrepreneurs emerging rapidly and successfully in countries where there has been little or no experience with entrepreneurship. In Latin America today almost every country has the beginnings of a business and industrial class with interests apart from the all-powerful landed aristocracy of the past. In Turkey and Pakistan, to mention just two countries, local private business has been growing rapidly since World War II in an environment where only the trader and land speculator flourished hitherto.

A few years ago in the World Bank, we were told that it would be impractical for a private company to try to float a public stock issue in Pakistan—a company which had been set up to operate a large gas pipeline which we were helping to finance. People in Pakistan, it was said, would not invest their savings, except in land or gold or jewelry. Yet the subscription offered by the company was oversubscribed five times in as many hours, and now the company boasts 20,000 individual stockholders.

There must be some encouragement, of course. At least, there must not be the active discouragement of the ruling authorities. In this respect there are two very blatant and obvious obstacles standing in the way of the private entrepreneur in the less developed countries today. The threat of state ownership and operation of industry and emotional appeals to nationalism probably scare off more potential investors, domestic and foreign, than all the traditional antipathies of the pre-industrial societies put together.

It is possible to hope, I think, that these will not prove to be such intractable obstacles as they appear to be now. For I believe that both the fad of state ownership and the fury of nationalism in the less developed countries are, at bottom, largely reactions to the changes which the industrialization is forcing on these countries. Far from being the wave of the future, they look to me to be severe hangovers from the past.

Why is state ownership so popular in the less developed lands? Is it because private enterprise has failed and the people believe that government can succeed where private enterprise has failed? I hardly think so. More logical, it seems to me, is the fact that the arguments for state-ownership often appear to be compatible with the ancient prejudices of the traditional societies against many of the changes needed for modern economic growth.

Communal enterprise is bound to be more popular than individual enterprise among people whose traditions regard the making of money as, at best, not quite respectable. In these circumstances, there is bound to be more prestige attached to

EGON HASCH

International harmony—in more senses than one. On the job the Danish dairy manager and his oriental student find it as easy to work as to play together

working for the government than to working for a private enterprise.

Understandable as this may be, I often ask the leaders of the less developed lands if they are not making their task more difficult, if not impossible, by rallying their people with the slogans of state ownership. It is not just that all governments today obviously have more to do already than they can expect to accomplish with the resources at their command. Worse still, such appeals encourage people to resist the very changes necessary for any kind of industrial growth in the context of a free society. For if democracy is the goal, it must be remembered that it has never been built except on a capitalistic base. Today it functions nowhere without the support of private enterprise.

It may take courage for politicians to champion the private entrepreneur and explain his function in these societies—perhaps considerable courage. But the present course, which necessarily must poison the atmosphere for private investors, can lead only into very dangerous waters. Certainly there is much greater risk involved in trying to hedge the private entrepreneur in—or do away with him altogether—than there is in trying to help to make his function acceptable among people who know what they want but do not know how to get it.

Of course, much of the justification for state ownership is based on the sins, real and imagined, of private enterprise in the past. Business, today, has to live down this reputation—however undeserved it may be. Today, successful industry has to court public support hardly less than the politician. To make profits it has to be a good citizen of the community in which it operates and of the country which it serves. Business today in the industrialized countries is the guardian of research, a major financer of higher education, the explainer of the development process, a benefactor of the communities in which it operates. If the old Captain of Industry wore his profits on his sleeve, the new Captain of Industry is likely to be proudest of his labor relations.

All industry today operates as though in a goldfish bowl. The customer demands it and the customer is always right. Clearly private enterprise, if it is to grow in the underdeveloped countries, must grow this modern way.

The slogans of nationalism have much the same appeal as the slogans of state ownership. As I see it, nationalism in the less developed lands today is made up of one part patriotism, one part xenophobia and two parts inherited animosity against real or imagined subjugation in the past. It is more fear than confidence; more a sense of inferiority than a sense of pride.

Throughout the industrial revolution patriotism has played a constructive role in furthering economic development. Insofar as the nationalism of the less developed lands today reflects a renewed pride of the people in their rich and ancient cultures, it can play a similarly constructive role in development.

Then, too, to some extent nationalism seems to be endemic in all modern societies. Emotional appeals for government protection against the competition of foreign goods and services are heard in all countries, often loudest in business quarters. The industrial countries are no better in this respect than are the underdeveloped countries.

But where nationalism takes the shape of a blind hatred against the very impact of the industrial revolution, it is most senseless and dangerous. Where, in the name of nationalism, whole areas of economic activity are paralyzed just to keep the foreigner out, governments are simply playing King Canute to the tides of history.

No free country in history has been able to develop a healthy economy without the foreigner's help. While perhaps no foreigner can, by himself, make business respectable in an alien culture, he can by his actions and attitudes make it possible for others to do so.

The foreign investors in the underdeveloped countries today are contributing far more than they are taking away. It is not just the capital invested or the royalties paid or the foreign exchange earned. Each foreign business establishment in which local nationals are gaining responsible executive positions is helping to form the nucleus of an entrepreneurial class of importance far beyond the number of persons involved. These new executives, if they are allowed, will go out on their own one day and form businesses of their own which will in turn swell the ranks of the entrepreneurs still further. It is partly through this process that we can hope for a peaceful acceptance of the very special institutions and attitudes necessary for modern industrial growth.

Again, it will take courage for political leaders in the less developed lands to stand up for the foreigner rather than stand up against him. But again, is not the risk of the latter stand much greater than the risk

PRESSEHUSET, JANNE WOLDIKE

A happy young Indonesian on a navigation course in Denmark

of the former? To deny the foreigner in the name of nationalism is in reality to deny the changes which are necessary to achieve modern industrial growth.

I know that it is much easier to say these things than it is to put them into practice in the underdeveloped countries. The tide of prejudice against the businessman, and particularly the foreign businessman, is too strong to be quickly turned. But faint hearts will not win this development battle. Political courage of a high order is needed—courage to do the right thing, however unpopular. And I might add that, in my experience, political courage usually pays political dividends in the end.

But the challenge is not only to political leaders. To push forward industrial development poses great challenges to business leaders of the world as well. It is the character of the role they play in the underdeveloped countries that will be one major determinant of whether and when the attitude of those communities towards private business will change. And the degree of their response to profitable investment opportunities where they occur in the less developed lands will be an important factor in determining how far the boundaries of the private sector will be permitted to reach. The responsibility is a heavy one, for if the private entrepreneur does not come forward when he is given a fair chance, governments will feel compelled to act—and who can then blame them?

Let us not make the mistake of thinking of these challenges in short-run terms. The kinds of changes of which I have been speaking are too fundamental to be accomplished quickly. But as businessmen carry forward the industrial revolution to new economic frontiers, they have the possibility of bearing with them one of the most hopeful messages that the leaders of any revolution ever had. If I were transmitting that message, I would say:

Give us the right atmosphere and we will sow towns and cities in place of theories. Without sacrificing the rich spiritual qualities of ancient traditions, let us demonstrate how to build a better material life. We will carry forward this historical revolution in the way that people everywhere most long for—the way of better living standards; of individual liberty and justice; and of cooperation among nations in the maintenance of peace.

KAMPSAX

Abroad it has been said that Denmark could make a decisive contribution to the task of building a bridge between the trading blocs. The Danes are in fact experts in bridge building—and not only in their island homeland. This particular bridge, built by Danish engineers in 1933–36, is the Ab-i-Cecar bridge on the Trans-Iranian Railway. The two sides of the arch near each other

Bridge Building — Vital for Denmark

By J. O. KRAG, Ministry of Foresign Affairs

Denmark is in favour of an integrated European market in which agricultural products are treated on the same basis as industrial goods. A single European market would facilitate the provision of aid to developing countries

More than most other countries in the world Denmark has a vital interest in the removal of all obstacles to the free exchange of goods between nations. This is evident from the large role foreign trade plays in her economy. In 1959 Denmark's total export of goods and services amounted to circa 400 dollars per capita, compared with 279 and 290 dollars respectively for the UK and Germany. In the USA the corresponding figure was 130 dollars. Nearly one third of Denmark's total gross national product is exported, and of this 75% goes to western Europe. Exports to markets in the Six and the Seven are practically equal. Finally, an important feature of the structure of Danish exports is that agricultural exports—mainly processed animal products—make up over half the total, though industrial exports are steadily rising. 40% of all agricultural exports from Denmark go to the Six, equivalent to two thirds of Denmark's total export to these countries.

With this background it is obvious that one of the main objectives of Danish policy must be to work for the establishment of the widest possible European market so that Denmark's traditional trading interests in *both* market blocs can be served.

Trading considerations, however, are not alone in giving a sense of urgency to

the matter of finding a comprehensive solution to the European problem. What is fundamentally at stake is western Europe's political future. If the position of western Europe vis-à-vis the forces which threaten the democratic system is to be preserved and strengthened, it is essential that we in the West should not fall behind in our rate of economic growth. A division of Europe's economy would however mean a considerable weakening of our growth possibilities. There is a danger that the longer the division exists, the more consolidated will it become. New concerns invest in each of the two blocs, banking on the fact that the division will remain, while old concerns enlarge their plant in expectation of new markets in each bloc. Such duplication of investment is a waste of resources and moreover carries with it the danger that those groups in European industry and trade which support a single comprehensive solution will gradually lose the incentive to continue their efforts in that direction.

Fresh negotiations for a single comprehensive European market system must however take place in a suitable political climate, for it is hardly likely that Europe can stand the breakdown of more such negotiations. At the time of writing it would seem that the crisis atmosphere which resulted from the breakdown of negotiations for the big European free trade area in 1958 has given way to an atmosphere of increased understanding and a readiness to negotiate.

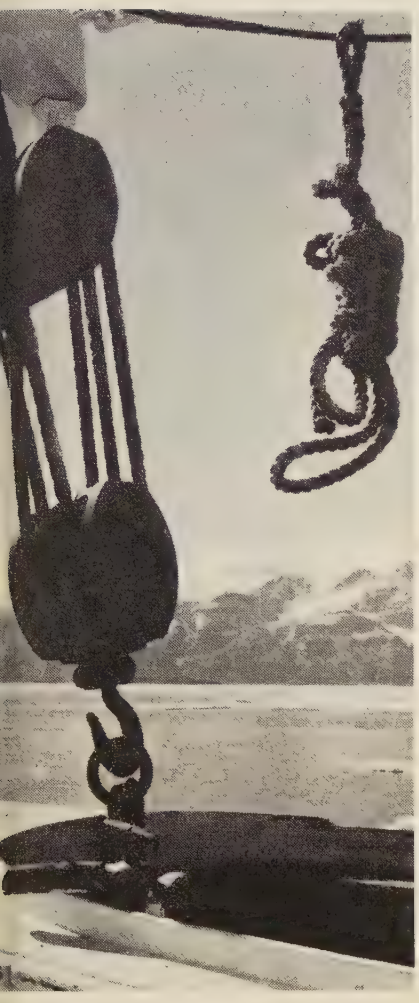
VON HAFEN

Strong capable hands—the basis of Denmark's export success

The Danish Government is ready to contribute towards any solution which can lead to an amalgamation of the two market blocs. The clear choice between a customs union and a free trade area is not the only possibility, and the time when negotiations on these problems advanced along lines of dogma has surely gone. The problem of the European market is too big and too vital for the countries of western Europe to be hidebound by principles. International negotiators have always found it necessary to seek a halfway house where they can settle. The Treaty of Rome and EFTA both contain many examples of this. Why then, given the necessary will to find a political compromise, should it not be possible to arrive at a practical solution in the matter of a trading system?

Naturally Denmark feels strongly about the position of agricultural goods in such broad market arrangements. In international economic negotiations Denmark has found it difficult to gain support for the view that agricultural goods should be treated on the same basis as industrial goods. Behind this is the fact that other countries protect their agricultural products, not only by customs duties and the limitation of imports but also by other forms of support, including, in particular, direct and indirect subsidies. This has caused Danish agriculture, which still accounts for a large part of Denmark's gross national product, considerable difficulties in the disposal of its products in export markets.

VON HAFEN



VAGN HANSEN

territory stretches from Greenland's icy ins to Hamlet's castle at Kronborg as it guards ance to the Sound. The castle was founded in ne present building dates from ca. 1580. In the und: Helsingør and the shipyard

It is only reasonable for Denmark, whose sales abroad consist to a large extent of agricultural goods, to require that its exports of such goods should benefit by the removal of obstacles to trade when at the same time the Danish market is opened to the industrial goods of other countries. Countries with agricultural exports should therefore be assured that they can not only retain the share they have hitherto had in the markets of other countries but that they also have a reasonable prospect of increasing their sales in step with the increase in consumption in the markets in question.

Efforts to achieve one European solution to the trading problem should, we feel very strongly in Denmark, not overlook the interests of third countries. A European solution must not result in a regional organisation surrounded by a high protective wall. On the contrary, we in Denmark hope for a European market which will be a step along the road towards world-wide liberalization of trade.

Least of all must the interests of the developing countries be forgotten. In recent years these countries have again had to suffer falling prices for their exports of raw materials. In consequence they have been obliged further to limit their imports from industrialized countries, with the result that economic development, first in these countries, but indirectly in the western world as well, is impeded.

It is of the utmost importance not only to the developing countries themselves that their problems should be solved and their people have better living conditions; it is important to the political stability of the world as a whole. The western democracies would find themselves faced with a serious crisis if a clash of interests arose between the peoples of Asia and Africa on the one hand and themselves on the other.

The economic strength of Europe is a vital factor in the solution of the problems of the developing countries. A strong and united Europe can help these countries in their efforts to increase their standard of living, partly through the larger markets which an expanding European economy would provide, partly through direct financial aid. Now that Europe's economy is on its feet again after the war, there is clearly an ever greater obligation on us in western Europe to provide effective aid to these countries.

Already the western nations, separately and through international organisations, provide considerable help. In Denmark aid to countries in the course of development has mainly taken the form of technical assistance within the framework of the United Nations an this aid has comprised quite considerable amounts. Recently, the Government has decided to increase Denmark's contribution further.

The time has come when Europe must make a decisive increase in her aid to developing countries. The developments we are at present witnessing in Africa make such an effort imperative. This work demands intensive co-operation between all the countries of western Europe, and between them and the USA and Canada, so that aid can be as large as possible and be distributed in the most effective manner. The reorganisation of OEEC into the new OECD is an important step in this direction, and the most important task of the new organisation may well be the co-ordination of aid to the developing countries. But even this cooperation will not be really effective until the countries of Europe are united into one broad European market, in which aid to countries in the process of development can be part of the co-operative effort. The increase in the economic growth of the countries of Europe which would result from such a broad European market could be of vital importance to developing countries, because economic growth would be accompanied by an increased capacity on the part of the West European countries to provide financial aid.

VON HAYEK

Professional pride and skill—two more worthwhile exports

The Sailor King

VAGN

King Frederik IX and Queen Ingrid have been King and Queen of Denmark since April 1947, when King Christian X died, to be succeeded by his elder son.

Last spring the royal couple celebrated their silver wedding, and the Danish people seized a welcome opportunity of expressing their appreciation of the example that had been set by the King and Queen throughout their 25 years of married life. Beyond the fact that she was a true daughter of the gifted Bernadotte family, the Danes knew little more of Queen Ingrid than her pictures could tell.

ALLAN MOE

Princess Margrethe sightseeing in Greenland under expert local guidance . . .

But they soon realised that Crown Prince Frederik could not have had a better helpmeet—nor Denmark a better Queen—than the attractive Swedish princess his heart had chosen for him. Each supplemented the other in the most harmonious way possible; they were at one in their outlook on life and the duties it demanded of them, while privately they achieved a happy and peaceful equilibrium.

King Frederik was trained as a naval officer. The sea has always been his passion, and he is never happier than when he can get aboard the royal yacht "Dannebrog" and sail round the coasts of Denmark with his family.

These cruises have given the Danish people a unique opportunity of getting to know their King and Queen, for the calls at Danish towns, large and small, have never been perfunctory official visits: they have been warm-hearted meetings between people who understood each other, liked each other—and were not afraid to show it.

King Frederik and Queen Ingrid have three daughters. The eldest, Princess Margrethe, is heir to the throne. She was no more than 13 when she became heir. Until then accession to the Danish throne had been open only to men. But following a referendum in 1953 the Law of Succession was altered, and the female right of succession became a fact.

Princess Margrethe has sat for examinations in philosophy at Copenhagen University where she has also read history and political science. At present she is studying at Cambridge, England.

The two younger princesses, Benedikte and Anne-Marie, have been brought up on the same sensible lines as those on which their elder sister was, and their childhood was as far as possible similar to that of any ordinary young Danish girl. All three princesses speak the main European as well as the Scandinavian languages.

Home and Hobbies

The members of the Danish royal family all have keen spare time interests. Queen Ingrid has inherited from her father, the King of Sweden, a keen and unerring artistic sense which has found expression in the interior decoration of the homes which provide the background of the royal family's private life throughout the year. Queen Ingrid's gardens too, which she herself has planned, are famous for their beauty.

The rococo palace of Amalienborg in Copenhagen is the winter residence. Summer holidays are always spent in the lovely castle of Gråsten in South Jutland. Late summer finds them at Fredensborg Castle in North Zealand. Finally the royal couple own a delightful country house at Trend in Northern Jutland. This was a wedding present from the people of Denmark. It was built to the royal couple's own plans and decorated and furnished down to the last detail in accordance with their wishes. This is where the royal family always spend Christmas and the Easter holidays, enjoying life as private people, with no official duties of any kind.

It is in the decoration of these widely contrasted royal homes that one admires the Queen's sense of home comfort as well as her feeling for the formal. Wherever her influence has made itself felt, the most delightful harmony has been created between respect for the traditional and cheerful modern insouciance, which seems to put a glow of colour on the priceless old treasures and give them new life.

King Frederik is an accomplished musician. This beyond all doubt comes

nd his Family

By Susanne Palsbo

from the late Queen Alexandrine, his mother, who was a gifted pianist. None of the royal residences lacks a grand piano for the King. But it is chiefly as conductor that the King has shown his musical capabilities. Once or twice a year the King likes to give a private concert when, with considerable artistic insight and musical authority, he conducts "his own orchestra", the Orchestra of the Royal Theatre. It says something for the King's capabilities as a conductor that this body of hand-picked professional musicians, who have played under many of the world's finest conductors, hold the King's performances in considerable respect.

Princess Margrethe has a marked talent for drawing, painting and modelling, though these hobbies have had to be put on one side in recent years in which studies have taken up so much time. But they are by no means forgotten, and in a spare moment she will still pick up pencil and drawing block and produce a vivid and talented sketch.

Princess Margrethe is also keen on sport and takes part in a number of sporting activities. She swims well, is a graceful diver and likes athletics. She has been a frequent member of the cross-country running team of the Women's Air Force, in which she has trained as a section leader. Of the two younger princesses, Princess Benedikte has captured attention as a rider, frequently doing well in jumping competitions.

But of course these spare time activities only make up a small part of the life of the royal family, evidence though they are of their versatility. By far the greater part of their time is taken up with the innumerable duties which are necessarily performed under the public gaze. And it is here in particular that the Danish people have learned to respect the royal family for the tireless devotion, never-failing good humour and constant and ready kindness with which the King and Queen and their daughters are able to mix with the great and the not so great whom they meet on their way.

The Royal Couple as Hosts

It is sometimes said that Danes love having guests—so much so that their hospitality knows no bounds. The same is true of King Frederik and Queen Ingrid. Evidence of their success as hosts is the way in which many Heads of State on a State Visit to Denmark, after all the pomp and ceremony which that involves, frequently stay on as private guests of the Danish King and Queen. Then in peace and quiet they enjoy the warmth and comfort which all the official ceremony has not been able to conceal.

NORDFOTO, ALLAN MOE

Flowers and landscape gardening are among Queen Ingrid's special interests. The picture shows the Royal Family in the grounds of Fredensborg Palace in North Zealand; from l. to r. Princess Benedikte, Princess Margrethe, Queen Ingrid, Princess Anne-Marie, King Frederik

Well wooded slopes and the softness of the Danish countryside at *Salten Langsø*

Characteristic Danish Scenery

Drawings by ALEX SECHER Text by KNUD SØNDERBY

. . . The ground was soft and damp under our feet and our faces brushed into spiders' webs that hung across our path. Ten minutes later we swam out to sea, gliding over stones that stretched long arms of seaweed after us, found ourselves out where the bottom was clear and free of seaweed, turned somersaults in the chilly water or lay floating on our backs and relaxed.

Then we sat on two big stones at the water's edge. The water was still and clear. Way out to the dark blue line of the current it lay as if under a film of oil, and only in the last two or three yards as it reached the shore was it able to rouse itself to give the merest hint of a breaking.

Up the coast ahead of us we could see Kronborg, the castle with the green roofs in the corner of Denmark—something more, though, than just a castle. It is a symbol—a trade mark. What Fujiyama is for Japan, Kronborg is for Denmark. And here we were seeing it in the misty heat, a seascape so summery that now and again we had to take a handful of water and douse our hair to keep sunstroke at bay.

As the Sound narrows, all the shipping that passes by is served up right under your very nose. British colliers, Danish liners, Finnish tramps with timber piled high on their decks, modern motor ships and old fashioned sailers, on their way out or on their way in, they all round Kronborg, parading by like a stream of people passing a pavement café. That is the charm of the Elsinore coast.

Turn the head a little and you see one of our white ships returning home; tu head back again and you see a stickleback scurrying through the water betweer feet to hide amongst the seaweed two feet away.

Out at the end of the jetty a young girl is exercising before diving into the She sits down and swings her body first to the left, then to the right. She up and bends her body forwards and backwards. You might imagine this as

Vrads Sande, a deserted tract of heath and wo

Tall stacks of peat extend waste land in *Lille Vildmose*

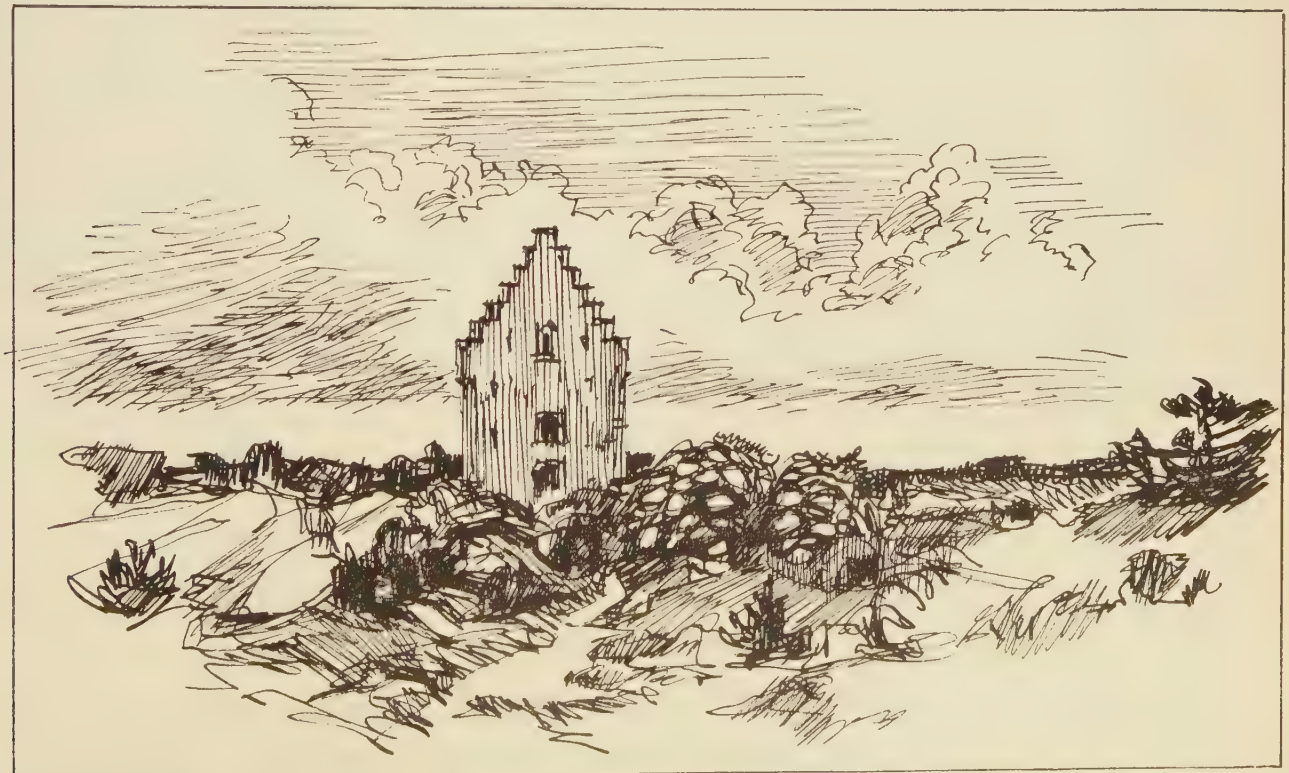
One of the many stretches of protected meadowland behind the dunes on the west coast

sun worship. Otherwise all there is at this early
g is a mother coming along the shore with two
n in bathing suits up amongst the stones bundles
hwood have been piled for the midsummer bon-
d in the house behind the noise of bedroom doors
rown open can be heard.

From Knud Sønderby's essay "Omkring Sankt Hans" (Mid-
Days) from the collection "Forsvundne Somre" (Summers
e Gone), 1946; Sønderby is a member of the Danish Academy.

Three ancient mounds dwarfed by trees at *Langtved* in Horns Herred

bjerg Daas, characteristic of many charming stretches of countryside in central Jutland



A church almost buried by sand in one of Denmark's wildest regions—territory which still bears scars from the time when such natural disasters as drifting sand visited the country

The Port of Copenhagen is the largest and busiest in the North, and provides a free port at the entrance to the Baltic. On the opposite side of the harbour are the Fleet anchorage and Burmeister & Wain's shipyard, Denmark's largest single place of employment. The harbour comprises a total of 27 miles of piers. 35.000 ships a year pass in and out of the harbour (four ships an hour)

The Importance of Foreign Trade

Denmark as a Trading Partner

By Per B. Johansen
The Chamber of Commerce of Copenhagen

Denmark would probably qualify for two world's records: she is possibly the poorest country in the world so far as raw materials are concerned, and her foreign trade is perhaps the busiest. The latter is a consequence of the former, and the limitations of the home market have further stimulated trade with other countries. The Danish road to economic success has always been by way of trade, a fact which the geographical location of the country has helped tos trengthen

Much of Denmark's trade has traditionally been directed abroad.

No doubt all small nations find that technical progress forces them to become integrated parts of larger economic units and to build up their industries with an eye to the reciprocal and beneficial division of labour with other countries. They find they have to abstain from themselves producing many things which are necessities in a modern state, and concentrate their productive efforts to fields where they have certain advantages. The goods thus produced must be manufactured largely with export in mind; in return they have to import many goods which they do not themselves manufacture.

To a greater extent than most, Denmark has been forced to base her productive effort on the exchange of goods abroad. For this reason Denmark's importance as a trading partner has grown out of all proportion to her geographical size. This is demonstrated by the diagram below which shows the comparative sizes of the USA and Denmark and also the ratio between these and their foreign trade figures for 1960.

Roughly one third of Denmark's production is destined for foreign consumption. In return a large variety of imports is brought into the country; they consist chiefly of raw materials for agriculture, industry and crafts, of fuel and a variety of semi-manufactured goods, ancillary goods and materials for use in manufacture and building, and to some extent also of ready manufactured goods.

Exports

In 1960 Denmark's exports amounted to 1,460 million dollars. Of this meat and meat products accounted for 343 million dollars, butter and cheese for 144 million dollars. If the value of exports of preserved meat and preserved milk, over 100 million dollars, are added to these, we already have a total of over 40% of the total Danish export. The export of meat and dairy products is, however, a diminishing proportion of the total value of Danish exports.

Other important items in the Danish list of exports are fish, about 50 million dollars, and, under the heading of industrial goods: machinery, 205 million dollars; chemicals, 62 million dollars; ships, 56 million dollars; textiles and clothing,

over 45 million dollars; iron and steel goods, over 40 million dollars.

A good 52% of the total Danish export consists of agricultural products (including preserved milk and meat); the remaining 48% is made up of industrial goods (42%), fish, furs etc. This latter figure has been rising sharply during recent decades and is expected to rise still further in the course of time. From 1938 to 1954 the share of industrial goods in the total export grew from 28% to 34%; from 1954 to 1960 it grew still further from 35% to nearly 48%. This development is a logical consequence of progressive urbanisation coupled with the increase of the population and the mechanisation of agriculture.

The chief import headings in 1960 were:

	million dollars
Machinery	235
Fuel, lubricating oil, etc.	220
Base metals	184
Transport	181
Yarn, piece goods and textiles	115
Grain and cereals	75
Feeding stuffs	66
Timber and cork	60
Paper and pulp and goods made therefrom	43

Foreign Trade Figures

To give an idea of recent trends in Denmark's foreign trade with the different trading groups, the adjoining table shows the figures for Denmark's foreign trade as a whole in 1959 and 1960 as well as those for trade with the Six (excluding overseas areas), the other six countries of EFTA (excluding overseas areas) and the rest of the world.

As the table shows, by far the greater part of Denmark's import surplus arises from her trade with the six countries of the Common Market. Trade with the other EFTA countries produced an import surplus in 1959 of only 8% of the value of exports, and in 1960 this figure fell to no more than 4%, while in recent years trade with countries outside the European Common Market and EFTA has broadly speaking balanced.

The first steps towards the gradual establishment of the two European trading groups do not seem to have disturbed the totals for Denmark's trade with her EFTA partners or with the countries outside the Six and the Seven taken as a whole. The position of these two groups both as consumers of Danish produce and as suppliers of the Danish market is largely unchanged.

Unfavourable Tendency

The picture is different as regards trade with the Six. In 1960 imports from this area exceeded exports by three quarters as compared with three eighths for the preceding year. Much of this is due to the trend of trade between Denmark and the German Federal Republic. While Danish exports to Germany in 1959 and 1960 were unchanged at 278 million dollars, imports from Germany rose from 340 to 412 million dollars, causing the import surplus to rise from 62 to 134 million dollars, in other words by more than 115%.

This state of affairs, unsatisfactory from a Danish point of view, is largely due to the fact that more than half the Danish export still consists of agricultural products, and that the discrimination against agricultural products which the establishment of the European Common Market has brought about has contributed to a falling off in the Danish export of agricultural products to the Six; at the same time manufacturers in the Six—and especially those in Germany—have been able to benefit from the liberalization of large groups of industrial goods which took place in Denmark on 1st March 1960 as part of the foreign trade reform connected with the country's membership of EFTA.

A Warning

This development has caused Denmark, from official as well as private sources, to issue serious warnings to industrial exporters in the Six. At the opening of the big German agricultural exhibition "Grüne Woche" at the beginning of 1961 the Danish Foreign Minister, Jens Otto Krag, pointed out that it would be unrealistic to think that West Germany can maintain and increase her industrial exports to Denmark when the same cannot apply to Denmark's agricultural exports to Germany.

In Denmark it is hoped that the present trading difficulties with the Six will prove to be temporary, but it is realised with some anxiety that the development of a common agricultural policy among the Six will further reduce the possibilities for Danish exports. On the whole present developments are being watched with some anxiety, it being feared that the division of Europe into the Six and the Seven can lead not only to a commercial but also to a political split.

In the interests of Danish foreign trade it is therefore vitally important for Denmark to work for a fusion of all European markets, and in the long run this applies to the markets of all countries where a free economy reigns.

A Feeling of Scepticism

As yet no certain conclusions regarding the effect of the formation of the Euro-

	1959 mill. $	1960 mill. $	1959 %	1960 %
Exports:				
The Six	417	411	30.3	28.1
The Seven	558	623	40.5	42.6
The rest of the world	401	428	29.2	29.3
Total	1,376	1,462	100	100
Imports:				
The Six	603	708	37.8	39.3
The Seven	604	648	37.9	36.2
The rest of the world	388	438	24.3	24.5
Total	1,595	1,794	100	100
Import Surplus:				
The Six	186	297	84.8	89.4
The Seven	46	25	21.3	7.7
The rest of the world	—13	10	—6.1	2.9
Total	219	332	100	100

pean trading areas on the geographical distribution of Danish foreign trade can be drawn.

In particular the effects of the gradual establishment of EFTA on this geographical distribution are difficult to foresee. The reciprocal tariff reductions within EFTA did not enter into force until 1st July 1960. So far they amount to no more than 20% and do not include agricultural products.

But the purpose of the two market groupings is of course to remove obstacles to trade within each group. The concensus of opinion among the public in Denmark—as regards the long term effect of the regional markets on the Danish economy—is at one with the concensus of opinion in Danish industry and might be expressed as follows:

It is an undeniable step forward that the small national market for Danish products is gradually giving way to an EFTA market; but some scepticism is felt about the prospect of a radical change in the traditional structure of Danish foreign trade.

The Goal

In 1960 a good two-fifths of Danish exports went to the other EFTA countries, and about three tenths each to the Common Market countries and to Denmark's remaining trading partners. Bearing in mind this distribution of exports, which is matched by a correspondingly even distribution of imports, it is obvious why there should be a broad concensus of opinion in Denmark on the desirability—indeed in the vital interests of Denmark's trade of the absolute necessity—of extending the liberalization of trade over the widest possible geographical area.

Mink is one of the non-traditional products of Danish agriculture. This cape is of pastel mink. The mannequin is Marina Lund, star of the Danish tourist film "Horse on Holiday"

Danish

By Arne Christiansen
Press Officer, Agricultural Council

Steadily rising productivity and the ability to suit the product to the market are strong cards in the hands of Danish farmers, but nowadays they are confronted with urgent problems resulting from the agricultural policies of other countries and the formation of the European trading blocs

No other country in the world has such large agricultural exports in proportion to its population as Denmark. A hundred years ago, when the population of the country was no more than 1.6 million, Denmark was mainly an exporter of grain, and only about 30% of the total agricultural production was sent abroad. With the reorganization of agriculture and its concentration on highly processed animal products the picture changed and today nearly 70% is exported. The remaining 30% is sufficient to meet domestic needs, even though the population, at 4.6 million, has meanwhile trebled and only 17% are employed in agriculture.

An idea of the importance af agriculture compared with other industries is provided by the fact that, apart from supplying the home population with food, agriculture is responsible for well over half the country's total exports and earns in foreign currency annually more than 4 thousand million kroner net.

The Secret of Quality

Sooner than most, Danish farmers came to realise the value of producing quality goods, with the result that nowadays consumers all over the world immediately equate the words "Danish" and "Quality". A question that is often asked is: What is the secret behind the uniformity and quality of a production which is spread over some 200,000 separate undertakings of greatly varying size?

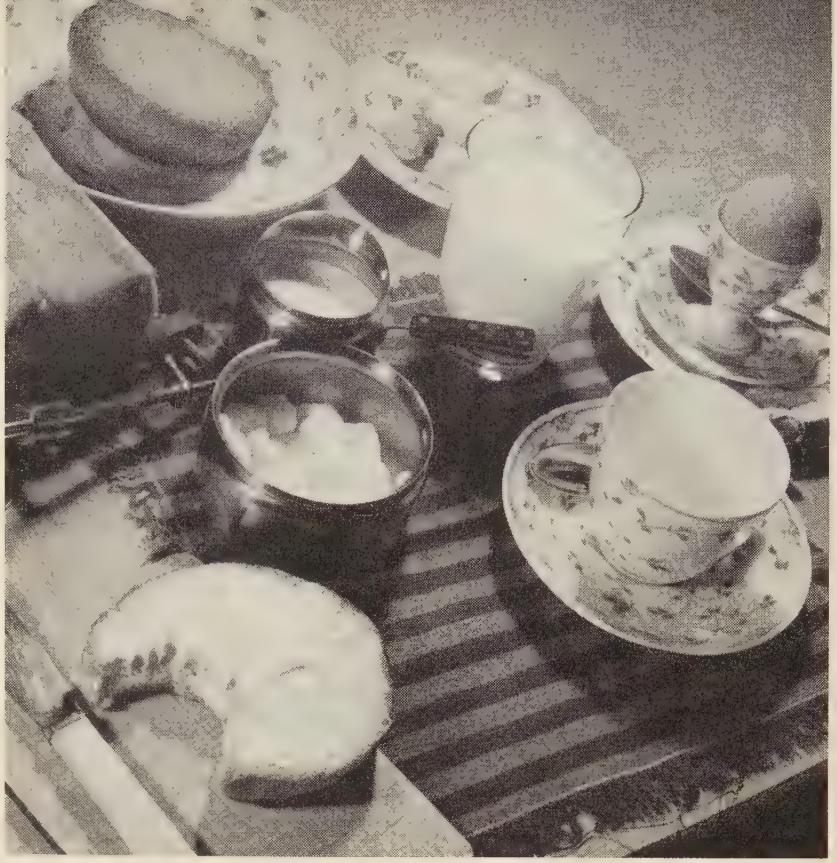
Quality

It is of course impossible to generalize, but if one takes two of the chief branches of production, those concerned with dairy products and bacon products, certain common characteristics will be found. They both have their roots in the end of the last century, when the transition from the production of grain to that of dairy products first began. Farmers set up their own dairies and bacon factories on a cooperative basis. These cooperatives are associations whose members choose their own management and in which each member has one vote irrespective of the size of his holding. These cooperatives are one of the principal factors in the achievement of quality production. The cooperative principle is also applied in a number of other fields, such as exporting, purchasing, insurance, banking, etc. It is by no means unusual for a Danish farmer to be a member of some 8 or 10 cooperatives.

No less important than the producer cooperatives is the close cooperation that exists between agricultural science and practical farming. Thanks to a large staff of advisers and to effective measures for the promotion of good breeding and plant cultivation, the results of scientific research are applied probably more rapidly than in any other country. Science for example gave the Danish pig an extra pair of ribs when the market demanded a longer and slimmer pig, and before long stream-lined Danish bacon pigs were to be found all over the country.

State Control of Quality

Running parallel with the efforts of the individual farmer and his organisations towards the continual improvement of quality, a control of quality prescribed by law is carried out by certain State bodies and institutions. Each separate item of food produced in Denmark is marked for quality. The Lur—the bronze Viking horn—has become the symbol of first class butter, cheese and bacon from Denmark. As for eggs, it goes without saying that they must have stamped on them an indication of the important matter of age. More than 10 million kroner is spent annually on these controls, which apply to *all* Danish food products—money which the farmers themselves pay.



VON HAVEN

How the Dane starts the day: butter, cheese, sugar, milk and eggs—all of them Danish agricultural products of the highest class. (But the coffee must be imported; Denmark has the world's second highest consumption of coffee per head)

One of the things on which the control is based are strict veterinary regulations, and in this connection it might be mentioned that all Danish herds of cattle are free of bovine tuberculosis and contagious abortion. If either of these diseases were to appear in a herd, all the cattle would be slaughtered and the owner compensated—another aspect of the guarantee of quality which Danish farmers give their customers who are to be found in more than 100 different countries.

Changes in Consumer Habits

But quality alone is not enough to ensure an increase in the number of one's customers. Due attention must be paid to the changes in consumer habits which have been a noticeable feature of the post-war years. Nowadays people eat less porridge, bread and fat meat than they did a mere twenty years ago, and food products often have to compete with other consumption goods. The main tendency in eating habits is towards an increased demand for lean meat in step with higher living standards, and the realization of this is reflected in Danish agricultural production during the period.

Animal husbandry accounts for a good 40% of the income earned by Danish agricultural exports, and the dairy sector is responsible for some 25% of this, while meat and cattle for slaughter account for approximately 16%. Pig production provides another 40%, of which 25% consists of bacon for Britain, where approximately one half of the bacon consumed and 70% of the bacon imported comes from Denmark. Britain is also the chief importer of butter, whereas Danish exports of eggs to Britain—once the principal market for this product too—have practically ceased as a result of British subsidies on home production.

The role of chief egg importer has now been taken over by West Germany—Denmark's second largest customer. Since 1955 West Germany has imported more Danish agricultural goods annually than the whole of Germany did before the second World War. West Germany is Denmark's largest customer not only for live cattle for slaughter—90% of the total export—but also of live sows for German sausage factories, cheese, broiler chickens and eggs. The second largest customer for eggs is also to be found on Germany territory—the U.S. Forces—which are also supplied with considerable quantities of milk, meat and canned fruit from Denmark.

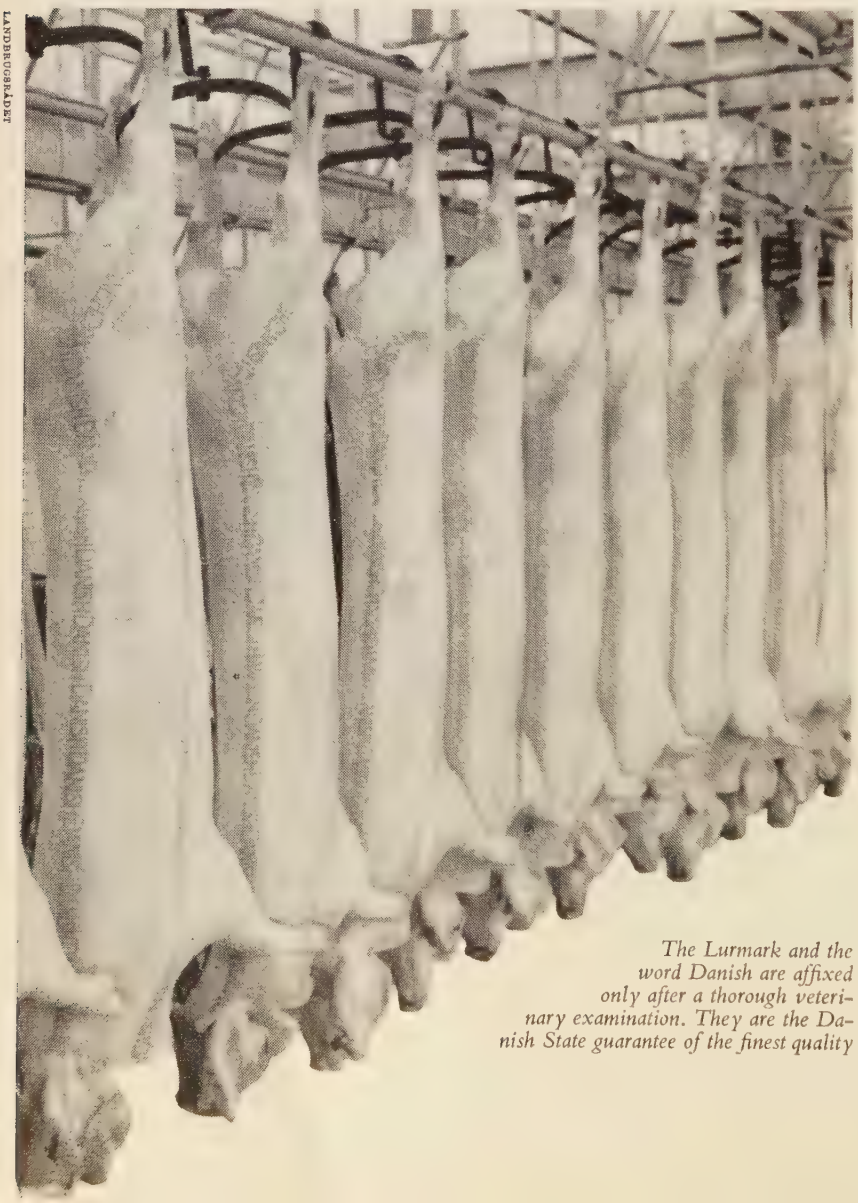
LANDBRUGSRÅDET

Believe it or not: when the demand was for a longer, slimmer and leaner pig, Danish scientists provided the national breed of pig with an extra pair of ribs; the breed is popularly known as "the streamlined pig"

From Britain and West Germany, the two main markets, there is a considerable drop to those next on the list: USA, which accounts for 7%, largely made up of canned meat and blue cheese; Italy, which takes approaching 70% of the export of beef and veal; Sweden and France and many other customers spread all over the world; but it is this distribution—increasingly characteristic of Danish agricultural exports—which is so highly valued nowadays. Danish farmers are on the look out for business wherever new markets are being created—and not only for their traditional products.

Danish pedigree cattle are exported to four continents, the export of mink brings in 1.4% of the total agricultural export, while horses account for only 0.8%. It should be added here, though, that since the second world war Denmark's stock of horses has fallen from 653,000 to below 200,000. This reduction has brought in foreign currency equivalent to between 80% and 90% of the amount now invested in the Danish tractor fleet.

This picture of Danish agricultural exports would be incomplete without a mention of the cultivation of plants which also provides items for export: seeds, malting barley, potatoes, sugar, fruit and vegetables.



LANDBRUGSRÅDET

The Lurmark and the word Danish are affixed only after a thorough veterinary examination. They are the Danish State guarantee of the finest quality

No State Subsidies

It might be imagined that this varied production and widespread distribution would put the Danish farmer in quite a strong position, but so far as two thirds of the export production is concerned he is faced nowadays with two big problems.

The first is the increasing degree of protection which other countries are giving their farming—either in the form favoured by high price countries, such as West Germany, i.e. direct protection by tariffs and import restrictions and thus to some extent guaranteed prices to the country's own farmers—or in the form favoured by low price countries, such as Britain, i.e. the use of subsidies to bring the producer's price (which the farmers are guaranteed) into line with the market price.

In the face of this situation, Denmark's farmers are unique in not receiving state subsidies or any other form of protection. They stand alone, dependent on the terms of a market in which, as a result of the agricultural policies described (and followed by most countries), the principles of supply and demand have been abandoned, with the result that there are no longer world market prices.

The other big problem is the formation of European trading blocs. With 45% of their exports going to the EFTA countries and 37% to the Common Market, Danish farmers have an obvious interest in retaining their customers in both areas, the more so since West Germany is the principal customer for such important export articles as cattle, eggs, cheese and broiler chickens, while Italy is the principal importer of beef and veal. In these markets discriminatory treatment against Denmark increases year by year with the elimination of tariffs on reciprocal trade —including trade in agricultural goods —between Common Market countries, whilst in the EFTA countries agriculture is not of course included in the free trade agreement.

Added to this is the fact that the Common Market area has hitherto been a growing market for Danish agriculture and EFTA a declining one. The building of some kind of bridge between the two market areas is from the Danish

point of view, therefore, of vital importance.

In November last Mr. Macmillan said: "Both EFTA and the Common Market are manifestations of the same theme, the theme of European unity. As such both are to be welcomed. But both we and the Six have a responsibility to ensure that in breaking down barriers within our own groups we do not create new ones between the Six and the Seven."

Bridge Building?

Readiness to accept a practical solution, seeing that the agricultural sector is the real difficulty in the EFTA-Common Market problem, is one of the principal pre-requisites of the much discussed bridge building. Bilateral, long-term agreements when all is said and done are only emergency bridges, and in the long run they are too weak to prevent increasing rivalry between the two trading areas, the more so since the market for agricultural products in the Common Market area is becoming more and more settled within an institutional frame-work with institutional rules, whilst in the EFTA countries agriculture remains outside the scope of the scheme.

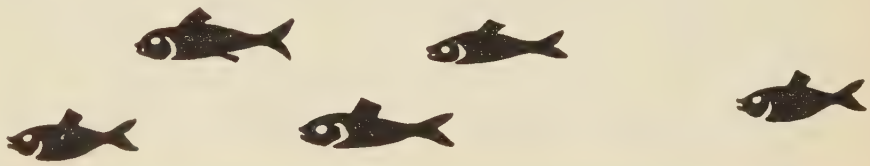
These and other facts resulting from the work of the European Commission of the Six emphasise that the possibility of bridge building will not remain open for ever. It has been said outside Denmark that Denmark could form one of the main pillars of the bridge, and in the light of the importance of Denmark's agricultural exports and their distribution the observation is correct. The interests of Denmark clearly lie in an unrestricted flow of goods to *all* countries—not only in Europe but all over the world.

Future Prospects

The Danish farmer has long given proof of his expertise both in the matter of production and in the adaptation of his goods to the needs of the market. By steadily increasing his productivity he has so far managed to compete with, if one may so express it, other countries' exchequers —in other words with the subsidized agricultural production of importing countries. His future depends on the continued widespread distribution of exports and on future discussions of trade policy at the highest level.

CARREYRE

Do you live hundreds of miles from the sea? And do you never have deliciously light, crisp, golden fish? Tell your foodstore that Denmark has them . . .



–*fresh, frozen or canned*

By J. NØRGAARD, Ministry of fisheries

Efficient methods of working and fine ships and gear have enabled Danish fishermen to double their landings in the course of the last ten years. Quality is guaranteed by strict state control and the products are exported to 75 countries including the distant Australian and the exacting American markets

The location of Denmark provides ample opportunities for fishing, surrounded as the country is by the sea, indented by numerous fjords and inlets, and split up into a large number of islands. A fisheries map shows, furthermore, that the distances from the west coast of Denmark to the North Sea fishing grounds are comparatively short. The country is also advantageously situated for exporting fish: Jutland, where the largest fishing ports are located, is joined to West Germany and thus to continental markets. Exports to Great Britain are facilitated by frequent and rapid boat connections.

The natural conditions for the develop-

ment of the Danish fishing industry have therefore been by no means lacking.

Until a year or two ago the fishing fleet consisted almost entirely of craft of up to 50 reg. tons. Since then, however, a number of craft of up to 150 tons have been built, but the small or medium sized cutter still dominates the scene, the larger cutters now costing as much as a farm.

Another characteristic of the Danish fishing industry is that in most cases the man who sails the craft is the man who owns it. The crew's pay is a share in the catch and they contribute to expenses in accordance with well established practice. There is no doubt whatever that this method of working has meant a lot to the Danish fishing industry.

The number of men engaged in fishing amounts to about 16,000. This figure has remained constant for some years, and so has the number of craft over 5 tons.

None the less the tonnage of fish landed has steadily increased and has almost doubled during the last 10 years. At present it amounts to some 590,000 tons. These satisfactory results are due to the use of new fisheries and to the radical modernisation of craft and gear which has been effected since the war. The Danish fishing fleet now consists mainly of modern cutters with powerful engines and efficient technical equipment. Danish fishermen have always been quick to use new types of gear and new methods of fishing. Much of the most widely used gear has been invented by Danish fishermen and seine binders.

With the many different types of gear in use and the many different species of fish (about 60) which are caught, the Danish fishing industry provides an extremely varied picture. The chief species are flat fish—particularly plaice—herring, cod and eel.

Fresh water fishing in lakes and streams is of comparatively small economic importance, but recent years have seen a development of the fishing of rainbow trout in trout ponds, of which there are some 600 in the country. The total production of this form of fishing amounts to just over 6,000 tons.

Denmark was one of the first countries to recognize the importance of protecting stocks of fish by laying down minimum sizes and close seasons and, with the full support of the fishermen, laws have been passed enforcing them.

The short distances to the fishing grounds, the small craft and the use of efficient gear result in individual trips being fairly short. The fishermen are therefore able to land high quality catches in fresh condition.

HAMMERSGAARD

This looks hazardous, but it is nothing out of the way to fishermen. In Greenland and the Faroes fishing is the principal source of revenue

Quality Control from Landing to Market

Fishermen make every endeavour to do this, not only because they can only get high prices at the auctions (where most of the fish is disposed of) for fish of high quality but also because in almost all fishing ports there is a fish control set up by the State and this rejects any which are not of absolutely sound quality.

The control of quality is exercised not only on the landing of the fish but at various points on its way to the housewife or the foreign buyer. Both the concerns which handle the fish and the shops which sell it must be approved by the Ministry of Fisheries to ensure that all arrangements are hygienic. The fishing industry itself has not only realized the importance of this but has contributed towards the establishment of Denmark's comprehensive legislation regarding the quality of fish products.

Although housewives all over Denmark can obtain fish of prime quality, consumption is relatively low—about 24 lbs. per person annually. This is largely due to the competition from good and cheap agricultural products. However, Danish fish products find a market in no less than 75 different countries. In 1960 exports of fish and fish products amounted to some 410 million kroner. Such a wide distribution of exports has only been possible by the preparation of fish into such things as frozen fillets and canned fish.

Great Britain and Germany, for many years Denmark's chief customers for fresh fish, are still the country's largest buyers of fish products, and Denmark is the largest supplier of fish to both countries; it is however worth noting that in recent years the USA has been the third or fourth largest customer and that a country as distant as Australia has an increasing import of Danish fish products.

Exports to the more distant countries are of course dependent on the keeping qualities of the product, but it is interesting to find that exports can none the less be quite varied. For example, while the export of deep frozen fillets to the USA consists almost exclusively of cod fillets which are largely used for making Fish

Sticks, the export of fillets to Australia mainly consists of the more expensive fillets of flat fish. Considerable quantities of preserved fish of various species are exported to both countries. Greenland shrimps for example have found a good market in the USA, which is also the largest consumer of trout and deep water lobster from Denmark. Finally it might be mentioned that Brazil imports almost exclusively dried salted cod.

As already mentioned, fish exports are distributed between many countries. None the less, three quarters of them go to countries which belong to the two European trading blocs, EFTA and the Common Market. In 1960 the countries in the two blocs imported fish products to the value of about 163 and 137 million kroner respectively. These figures show that the Danish fishing industry has a need of both these markets. The two largest importers, Great Britain (in EFTA) and the West German Republic (in the Common Market) supplement each other perfectly as consumers: while Great Britain in 1960 imported fish fillets to the value of over 26 million kroner, West Germany imported them to the value of only 1 million kroner. On the other hand West Germany was the chief importer of Danish herring to the value of 36 million kroner, while Great Britain imported none. Germany was also the biggest importer of eel to a total of 20 million kroner.

Having regard to the considerable Danish exports to both the European trading blocs a few remarks might be in place concerning the consequences they are likely to have for Danish exports of fish.

When EFTA was formed it was not possible to get the general rules regarding the gradual elimination of customs and import restrictions to apply to all fish products. They apply only to deep frozen fillets, deep frozen peeled prawns, preserved fish, fish meal and fish oil. The convention contains, however, a programme statement to the effect that before the end of 1961 an investigation shall have been made into the rules which should apply to trade in the remaining fish products, with the object of facilitating an extension of this trade within the convention area. This last rule is considered of great importance by Denmark since the country has a considerable export of fresh fish to other EFTA members, particularly to Great Britain and Sweden.

It is too early as yet to estimate the effect of the EFTA agreement on Danish fish exports, and though an increase in the exports of some products for which the treaty provides has taken place, other reasons might account for this, since there was a considerable increase in the exports to nearly all countries in 1960.

Prospects

However there can scarcely be any doubt that the creation of EFTA will mean an increase in exports from Denmark to the remaining EFTA countries, though on the other hand an increase in imports, especially of conserved fish, must also be expected.

Though there is the possibility of increased exports to the EFTA countries, the prospects for fish exports to the Common Market are not quite so bright—a consequence of the heavy increase in protective duties which the application of the common tariff to the Common Market countries will mean, particularly in its application to West Germany and, to a certain extent, to the Benelux countries. The common tariff on, for example, Denmark's largest export to Germany, herring, will be 20% in the portion of the year when by far the largest part of the export takes place, whereas hitherto there has been no duty whatsoever on herring.

While the common tariff is known, there is as yet no information on the form proposed for the common fisheries policy which, according to the Treaty of Rome, is to be arrived at. Thus although it is by no means clear at present how the fishing industry will fare under the Common Market, it would not be overstating the case to say that it is also of vital importance to Danish fish exports that a satisfactory solution should be found to the problems which the creation of the Common Market has produced for Denmark.

In the Beginning was: *The Sea*

By Preben Hansen

Shipping is one of Denmark's oldest industries. Without it, Danish imports would have to be 10% less. The interest of the Danish shipping industry in international free trade is explained in this article

Nature has put all Denmark in close proximity to the sea. No part of the country is more than 30 miles from the coast.

It is the ever present sea which has held the island kingdom together—and what the sea has divided the Danes have linked with shipping lines, ferries and bridges.

The sea makes a direct contribution to the food the Danes eat and also enables them to carry on an industry whose revenue in foreign currency covers the import surplus of raw-material needy Denmark. Purchases abroad would have to be over 10% less if the country did not have its own shipping industry.

In one important aspect Danish shipping differs from that of certain other countries. It is sustained by no form of state subsidy: on the contrary, at one time it had to pay extra taxation to the State merely on the grounds that it could affordto do so.

When it is decided to lay down a new ship, the decision is taken solely by the management of the line concerned. Their considerations have only to take account of 1. the cost, and 2. the earning capacity of the ship on the freight market. There is no question of the Danish government securing — in such things as commercial treaties — special terms or contracts for shipping companies.

It is therefore easy to imagine the feelings of Danish shipping men when they see country after country giving preferential treatment to their own shipping industries. While the tendency in the international exchange of goods is towards a large measure of liberalization, in shipping the tendency is the exact oppo-

site. This leads to the construction and offer of surplus tonnage, but since in consequence of this protectionist policy prices are frequently not decided by supply and demand, the result is an artificially high level offr eight for the subsidized tonnage.

Against Protection

The Danish shipping industry has noticed with particular dismay that even the USA follows a decidedly protectionist policy towards shipping. The Danish Shipowners' Association has issued an official statement on the subject which says:

"The behaviour of the USA towards allied and friendly countries in its shipping policy would not seem to be in harmony with the principles which the USA otherwise defends in the sphere of international co-operation, and it can only be hoped that the new American Administration will show a greater understanding and regard for the justifiable interests of other nations in this matter than has formerly been the case."

The Danish shipping industry has not been worried by the setting up of EFTA. It has taken for granted that the seven member states of the Free Trade Area will subscribe to the principle of full liberalization of lal sea transport without state subsidies, without preferences and, it is to be hoped, without national restrictions.

Otherwise it must be said that members of the shipping industry look a little sceptically at the creation of the economic blocs. It is assumed that blocs will always strive towards self-sufficiency, and in a statement on the setting up of the trading blocs The Danish Shipowners' Association says: "Self-sufficiency is one of the worst enemies of shipping".

The relationship between freedom for shipping and international free trade could hardly be expressed more clearly.

★

√The average age of the ships of the Danish merchant marine gets less and less. In January 1950 the average age per registered ton was 14.4 years; at the end of 1959 it was 8.2 years.

√The size of Danish merchant ships: in 1950 the percentage of ships of 10,000 registered tons and over was 8.4%. At the end of 1959 the corresponding figure was 36.3%.

√The character of Danish merchant shipping:

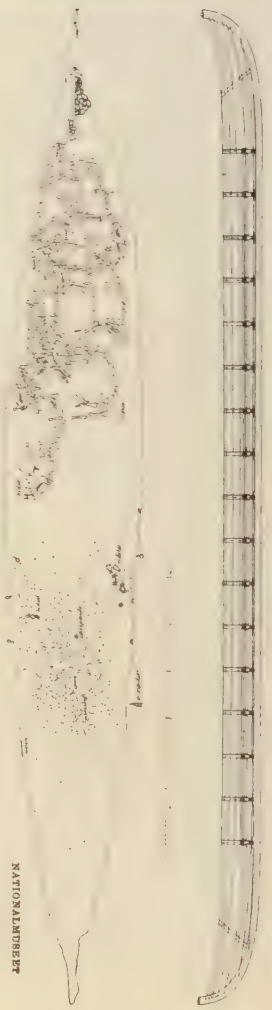
	1939	1959
Liners . . .	under 40%	under 40%
Tramps . .	over 50%	over 20%
Tankers . .	about 10%	nearly 40%

NATIONALMUSEET

Knowledge of shipbuilding goes back a long way in Denmark. How many vain attempts, how much bitter experience, preceded this elegant viking ship? It was used by a chieftain on the island of Fyn 1000 years ago. This was not a warship, say the archaeologists, but a merchantman for use in comparatively calm water. The chieftain was buried in it together with his horses and weapons. Note the anchor and chain in the bow. The ship is preserved where it was found—though nothing remains of its timbers but their imprint in the clay soil

Some facts about Danish shipping

Circa 800 until circa 1050: The first period of greatness in the history of Danish shipping—the Viking Era. Unhappily our forefathers were loth to admit the right of other nations to carry on shipping as a free enterprise.
17th century: Under King Christian IV Denmark participates in the voyages of discovery, an example being Admiral Jens Munk's attempt in 1619 to discover the North West Passage.
1728: A Dane, Vitus Bering—in the service of the Russians—discovers the Bering Strait and Alaska.
18th century: The period of the great East India voyages. In most parts of Asia the great sailing ships of the Danish trading companies are well known.
1849: Britain repeals the Navigation Act and liberalism offers big opportunities which the Danish shipping industry immediately grasps.
1860–1914: All the big shipping companies of present day Denmark are founded during this period.
1912: The world's first ocean-going diesel motor ship, the Danish built and owned M/S "Selandia" is launched.
1939: The Danish merchant fleet comprises 554 ships grossing 1,093,000 reg. tons. Of this tonnage, 51% are motor ships.
Second World War: 1500 Danish seamen lose their lives. Half the merchant fleet is lost.
1949: The merchant fleet regains its prewar tonnage.
1960: The merchant fleet amounts to 680 ships with a combined gross tonnage of 2,183,000 reg. tons—a doubling of tonnage within ten years. 90 of these ships are tankers with a combined tonnage of 899,000 reg. tons.

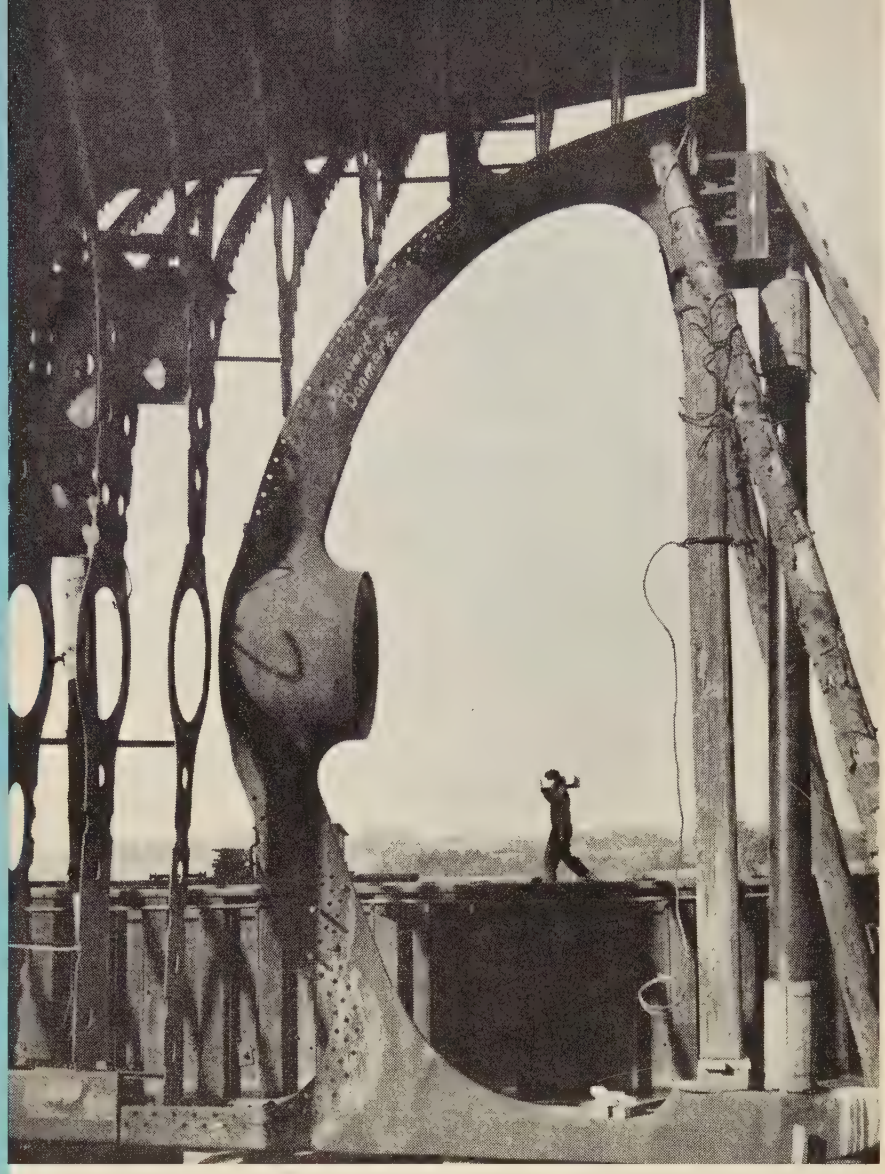


NATIONALMUSEET

Progress: A few miles from the viking chieftain's 60 feet ship stands Denmark's newest shipyard, capable of building ships 300 meters long and of 100,000 tons dw. Difficult to believe? This article gives an idea of how a small country, with not a trace of iron in her soil, surmounted the difficulties...

In the course of half a century, from being of practically no significance whatsoever, Danish industry has grown to be of paramount importance to the country's economy. With no readily available raw materials Danish industry naturally had to start as a processing industry, but its products are now widely varied and its hallmark is quality, be the goods ships, drugs or cement works. Denmark has taken the bold step of joining the Seven, where competition is first and foremost in industrial goods. Industry reaps some advantage from the country's location which means cheap transport and short distances to important markets. Customers are widely dispersed and a third of them live outside Europe

By Victor Andersen



VON HAVEN

Industrious & Industrial

Someone was once bold enough to prophesy a future for Denmark as an industrial country. But people merely smiled at him. That was in 1912.

Today that bold man smiles back from his seat in heaven. His prophesy has been fulfilled. Since the turn of the century, when its contribution to the national product was minute, Danish industry has worked itself up to leading place in the Danish economy, some percent ahead of agriculture.

Danish industry is so active and versatile that it is easier to say what it does not make than what it does. Denmark does not produce aeroplanes or parts for them, or cars (though she has car assembly plants). Nor does Denmark produce film, watches, optical instruments, artificial silk, linoleum or ball-bearings. Period.

And yet in 1796 a Royal Commission declared industry to be "an unnatural occupation for Denmark".

The home market is still the biggest consumer, but Danish industry now exports a third of its production (against 15% before the war). At the same time the share of industry in total Danish exports has risen from 25% to over 40%.

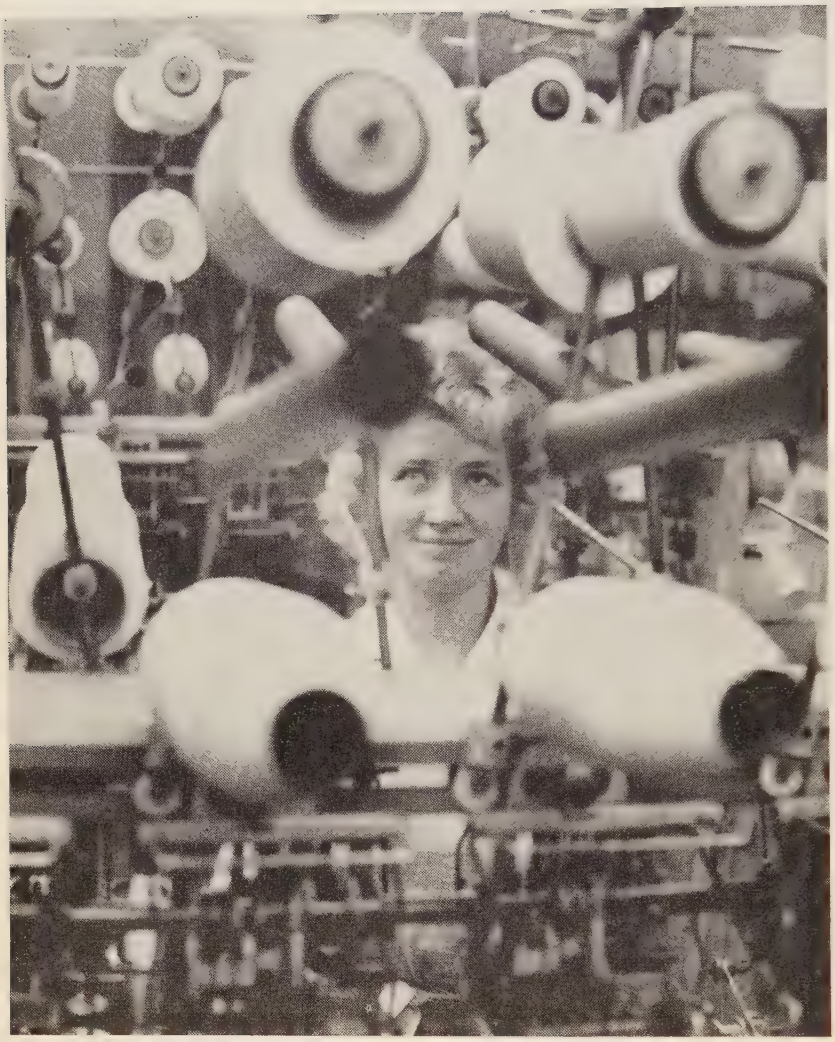
The explanation? The Danes can give none better than this: Right the way down to its present expansion Danish industry has retained all that is best in the traditions of craftsmanship of earlier centuries. The craftsmen were known for the quality of their products—a consequence of their thorough apprenticeship—and this has continued. And so Danish industry has always been able to rely on a well trained, alert and self-assured labour force, and this is what in the final analysis goes into the export.

With no readily available raw materials, Danish industry has naturally had to be largely a processing industry. In this it has been helped by the location of the country which has meant cheap means of transport both of the incoming raw materials and of the outgoing manufactured goods.

Starting a Chain Reaction

The first impulse in the direction of industrialization came from agriculture.

Under the pressure of falling grain prices in the eighties, agriculture abandoned the production of corn in favour of



VON HAVEN

Progress: The Danish textile industry increased its exports 100 per cent during the five years 1950–55 . . . In the course of the next five years, 1955–60, a further 100 per cent increase was added to the first. Carpets, nylon stockings, fishing nets, ready-made clothes and furnishing materials are among the goods exported

animal products and thereby set in motion a chain reaction. In its early stages industry had a chance of showing what it was worth with the supply of dairy and slaughterhouse machinery and, before long, of machinery and factory equipment for preserving and condensing milk. Atomizing equipment has been a recent addition to these and has proved a valuable export article.

The manufacture of chocolate, based to some extent on the production of milk, led to the manufacture of chocolate making machinery, and the production of sugar has given rise to the manufacture of diffusers for which many countries are now enquiring. The production of tractors—now 200 a month—also received its first impulse from Danish agriculture.

Other products which derive from agriculture are the world famous Danish beer, snaps and liqueur, and these in turn have prompted the manufacture of brewing machinery. The need for packing industrially processed foods has led to a packaging industry. From meat and milk the conserving habit has spread to fish, and many kinds of canned fish are now produced.

The Impulse from Shipping

Another impulse in the direction of industrialization came from shipping. Since the time of the Vikings the Danes have been at home on the sea, so it was quite natural that they should start building ships, even though every ton of steel had to be imported. The result has been a well regarded shipbuilding industry where traditional craftsmanship comes right into its own.

Alongside the shipbuilding industry grew a marine engine industry and on more than one occasion this has done pioneer work. The world's first ocean-going diesel motor ship started its maiden voyage from a Danish yard in 1912. Other important innovations in marine engines have also come from Denmark including—in 1952—the turbo-charged diesel engine. The building of a nuclear driven ship is in preparation though as yet it is still on the drawing board.

Diesel engine manufacture includes all forms of stationary engine. The various factories in the country have distributed amongst themselves the production of different sized engines so that each can produce as rationally as possible.

Shipyards have led to the setting up of industries for marine equipment of various kinds—ventilators and ropes, for example. The Danish paint and colour industry has prospered, and one of its specialities is ship's paint. Its products are many. One of them is varnish for toe nails.

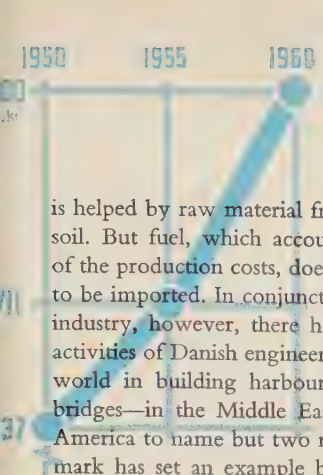
Cold and Heat

What might be called a joint product of shipping and agriculture is a diversified refrigeration industry. Refrigeration plant in ships enables agricultural products to be carried in fresh condition to the world's furthest and warmest regions. The refrigeration industry also supplies household refrigerators, refrigerated display cabinets, cold stores, broken ice machines and ice-cream machines (well regarded in the citadel of the ice-cream business, the USA). The industry even exports the entire plant for artificial ice skating-rinks.

Automatic control apparatus for heating and refrigeration installations is another export from an industry which has shot ahead in less than a generation. All the raw materials have to be imported, but skilled labour and carefully planned production compensate for the lack of them.

Cement and Bridges

Another important industrial activity is the cement industry, and here Denmark



The increase in Danish industrial exports in millions of kroner; 1956 prices for the whole period. 1950: 1537 mill. kr. 1955: 2711 mill. kr. 1960: 4800 mill. kr. (including canned meat and milk products).

is helped by raw material from her own soil. But fuel, which accounts for 30% of the production costs, does in fact have to be imported. In conjunction with this industry, however, there have been the activities of Danish engineers all over the world in building harbours, roads and bridges—in the Middle East and South America to name but two regions. Denmark has set an example by large scale bridge building at home to provide links between her peninsula and many of her 500 islands. For the use of Danish engineers as well as of foreign importers, road building and other contracting equipment is also manufactured.

Ready-made Factories

Denmark also exports complete cement factories. The supply of ready-made factories for various purposes seems to be something of a Danish speciality, for slaughter-houses, cold stores and paint works are all exported in this way. On completion of the building or the installation of the machinery the foreign buyer is handed the key and he walks into a factory ready to start production. This form of export is particularly valuable to under-developed countries.

Drugs for Doctors

With the assistance of medical science and with raw materials, both vegetable and animal, available from agriculture, a drug industry has been built up and is now setting up a network of branches abroad. The drug industry produces a wide range of hospital and clinical equipment, with special emphasis on electrical equipment for diagnosing and combating disease. Some indication of Danish capabilities in this direction was the provision of the hospital ship "Jutlandia" during the Korean War.

Electricity is very much to the fore in a number of light industries which make radio equipment, television sets and electrical equipment of various kinds. Cables and high-tension insulators are produced in big export runs.

Sundry Products

Danish office machinery has a reputation in world markets for precision and attractive design. Household machinery of various kinds has also received attention from industrial designers. The Danish woodworking industry covers a wide range, from clothes-pegs to prefabricated houses. Cooperation in recent years between craftsmen and industry has led to the industrial production of furniture —with such good results that nowadays Danish furniture is often copied abroad. The ready-made clothing industry has also started exporting with some success, Danish men's clothing doing particularly well.

Foreign Branches

A new form of export which can be expected before long will be oil and petrol from three refineries now under construction for supplying the Scandinavian market. This will be financed not by Danish but by foreign capital. Foreign investment is welcomed in Denmark: the rate of industrialization is so great that it is being referred to as the second Danish industrial revolution. Even so, Denmark would like to see the tempo of industrialization increased still further.

Matching the range of its products is the size and distribution of its customers. Danish industry encourages widespread distribution as a conscious policy, partly because exports are a matter of prestige and it is a plus to be "in" in as many places as possible, and partly—and equally importantly—because a wide distribution of markets is a form of insurance against a sudden decline in turnover.

The characteristic feature of Danish industrial exports is their wide variety. Heading the list is machinery, with consumption goods some way behind.

This means that Danish industry is to some extent dependent on the general world situation. When things are well with the world they are well with Denmark.

If only for this reason, Danish industry is a whole-hearted champion of all kinds of international cooperation which aim at a high level of activity and a consequent increase of investments and world trade.

CARRERE

The manufacture of medical goods and hospital equipment is another Danish speciality

Chair made from laminated Congo wood. Designed by Peter Hvidt and O. Mølgaard-Nielsen for Fritz Hansens Eftf. A/S. Acquired by: The Museum of Modern Art, New York. The Nordenfjeld Museum of Applied Art, Trondheim.

Board Room Chair in teak and leather. Designed by A. Bender Madsen and Ejner Larsen for Master Joiner Willy Beck. Acquired by: The Metropolitan Museum of Art, New York.

Hallmarked by world experts

Cutlery in stainless steel. Designed by Arne Jacobsen for A. Michelsen. Acquired by: Stedelijk Museum, Amsterdam. The Victoria and Albert Museum, London. The Nordenfjeld Museum of Applied Art, Trondheim.

Necklace in gold containing 106 turquoise. Designed by Jens Andreasen for A. Dragsted. Acquired by: The Metropolitan Museum of Art, New York.

The success achieved by Danish designers and craftsmen in recent years is reflected in the official statistics of exports. But other aspects should be mentioned for the extent of the success to be realised. The large exhibitions of craftsmanship and design which Denmark is invited to stage all round the world, and the interest shown by the foreign press in reviewing examples of Danish applied art, are two such aspects. A third is the purchase of the work of Danish craftsmen and designers by foreign museums. Museums have frequently sent representatives to Denmark to buy examples of Danish applied art for their collections. Such purchases have also been made at the many exhibitions which the Danish Society of Arts and Crafts and Industrial Design has arranged abroad.

When the Metropolitan Museum of Art in New York recently bought 25 works at the big "Arts of Denmark" exhibition, Mr. James J. Rorimer, Director of the Museum, said to the American press men present:

"The Danes are convinced that a chair, like a piece of sculpture, is an artistic achivement. Like the ancient Greeks and the artists of the Italian Renaissance, the Danes see no chasm between the fine and the applied arts. This may explain their leadership and world-wide influence in design. The Metropolitan Museum has purchased the work of Danish designers and craftsmen in the belief that these objects have a significant place in the history of art."

The illustrations on these pages show some of the examples of Danish applied art which foreign museums have acquired in recent years.

By Mogens Utzon-Frank

BØJE BERSTED

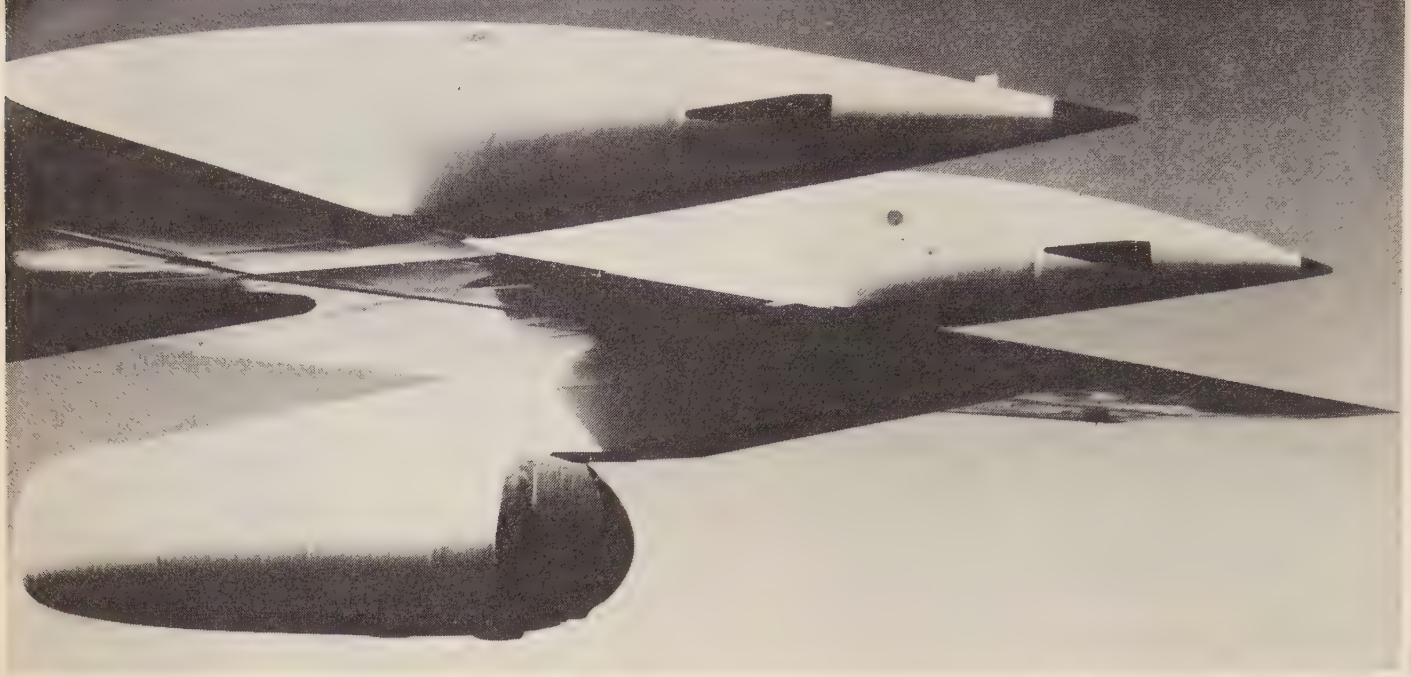
ERIK JUNIOR

JONALS

Coffee Service in white porcelain. Designed by Axel Brüel for the Porcelain Factory "Danmark" A/S. Acquired by: The Metropolitan Museum of Art, New York.

Saucepan in stainless steel. Designed by Magnus Stephensen for Georg Jensen Sølvsmedie A/S. Acquired by: The Museum of Modern Art, New York.

Teapot in sterling silver. Designed by Karl Gustav Hansen for Hans Hansen Sølvsmedie A/S. Acquired by: The National Gallery of Melbourne, Australia.



's autumn the Scandinavian Airlines System will put their new Convair Coronado Jets into service. Above each wing are two anti-shock screens which, reducing air pressure, assist in the achievement of high speeds. Mounted on the underside of the wing are one of the machine's four turbo-fan jet engines.

Making a bee-line — by land as well as by air

By Preben Hansen

Denmark would be worth the effort even if it were difficult to get there. In fact it is easy. The country's network of communicacions, already good, is being steadily improved and extended

Denmark is so small, distances so short and the countryside so even that transport presents no difficulty. Travelling is easy and is constantly being made easier.

In a year or two the Bee-Line Route will be open and will extend beyond Denmark's frontiers. This will enable trains to travel almost in a straight line from Stockholm to Cologne, with a consequent saving of nearly two hours, for the Bee-Line Route will cross the Baltic at a point only a third as wide as the present Gedser–Grossenbrode crossing.

On both the Danish and German sides new railways, roads and bridges are being built; on the Danish side alone this means the construction of 50 new bridges. The ferries will ply between Puttgarden on Lake Fehmarn in Germany and Rødby on the island of Lolland in Denmark.

This new connection between the Continent and the North is the result of an agreement between the German Federal Railways and the Danish State Railways, and the realisation of the plan is due in part to the construction by Danish State Railways some years ago of one of Europe's longest bridges, the Storstrom bridge, nearly 2 miles long. Traffic on the Bee-Line Route will also make use of this bridge.

Denmark has a large number of bridges, but two of them still exist only in Danish dreams. These are the bridge across the Great Belt between the two largest islands, Fyn and Sjaelland, and the bridge across the Sound between Sweden and Denmark.

The Great Belt bridge would be about 12 miles long. Like the Little Belt bridge, a mere $^3/_4$ mile long, which since 1935 has linked the peninsula of Jutland with the island of Fyn, the Great Belt bridge would be both a road and a railway bridge. Obviously it would speed up the journey across the country still more.

The need of it would have been still more urgent if the Danish State Railways had not brought its fleet of Great Belt ferries up to 12 modern vessels—train as well as motor car ferries. In 1960 they transported 950,000 private cars, 6,400 buses and appr. 140,000 lorries—as well as a vast number of railway coaches and freight wagons.

It is not of course essential to cross the Great Belt in order to get rapidly through Denmark (welcome though one is to stay in the country and look around). It is possible to drive up through Jutland—by Europa route E4 or by train—to Frederikshavn; from there regular connections cross to Gothenburg in Sweden and to Oslo in Norway.

The Airport

It is not only easy to travel through Denmark—it is also easy to travel to Denmark. In the number of airliner and charter plane departures and landings as well as in the number of passengers handled, Copenhagen is No. 4 in the list of European airports—surpassed only by London, Paris and Frankfurt.

So far the Danish State has invested 250 million kroner in Kastrup, Copenhagen's airport. Last year a new airport building equipped with all modern facilities and with a floor area of 430,550 superficial feet was opened for dealing with international travellers. The actual airport covers an area of 1680 acres. Its landing strips are up to 3,700 yards long, one of them stretching out into the Sound. The flight control have long range radar plus a surveillance-radar element and precision-approach radar at their disposal. On the apron alongside the 330 yard long fingers, 24 large airliners can be parked and expedited simultaneously. Among regular "customers" are most of the big jets: the DC 8, Boeing 707, Comet IV B, Caravelle and TU 104. A new motor road from the airport into Copenhagen has just been completed.

It cannot be denied that Denmark is easy to reach. Most people agree that it would still be worth the effort, even if it were more difficult.

*

√In 1960 Kastrup, the airport of Copenhagen, dealt with 75,000 departures and landings, 1.9 million passengers, 26,000 tons of freight and 6,000 tons of post. Compared with 1959 this is an increase of between 17 and 32%. The biggest increase was registered by air freight.

√Regular visitors to Kastrup are planes belonging to SAS, SABENA, BEA, Finnair, Air France, Swissair, Pan American, Lufthansa, KLM, the Bulgarian TABSO, the Czechoslovakian CSA, the Irish Aer Lingus, the Icelandic Loftleidir and Icelandair, the Polish LOT, the Rumanian TAROM, the Russian Aeroflot and the Hungarian MALEV. The combined total is about 600 flights a week, excluding charter lights.

VON HAVEN

VON HAVEN

Music and Ballet

are popular art forms in Denmark and the subject of an annual festival each May. As the trees burst into leaf a rich and varied programme is performed to the enjoyment of the country's guests. On the left, stars of the Tivoli pantomime relax in the amusement park of the famous gardens. The pantomime, with its immortal Pierrot, Columbine and Harlequin, is one of the last to survive in Europe and is immensely popular. Right: the choir and the fine Compenius organ, 350 years old, in the chapel of Frederiksborg Castle, Hillerød, North Zealand. Below: Members of the Royal Theatre corps de ballet wait in the wings . . .

VON HAVEN

Trade organizations A list compiled by K. Henning Pedersen

The Industrial Export Council is a body which co-ordinates the export departments of Denmark's principal trading organizations: The Danish Shipowners' Association, The Chamber of Commerce of Copenhagen, The Federation of Danish Industries, The Agricultural Council and Denmark's Provincial Chamber of Commerce. It meets once a month to discuss matters of common interest.

Landbrugsrådet (The Agricultural Council) Axelborg, Copenhagen V.
The Export Department of the Agricultural Council represents a number of organisations of both private and cooperative exporters of butter, eggs, pedigree cattle etc.

Industrirådet (The Export Department of the Federation of Danish Industries) H. C. Andersens Boulevard 18, Copenhagen V.
The Export Department of the Federation of Danish Industries covers the whole of Danish industry. It establishes contact between firms in Denmark and firms abroad, and arranges exhibitions and market research in foreign countries.

Håndværksrådet (The Export Agency of the Chamber of Danish Handicrafts), H. C. Andersens Boulevard 20, Copenhagen V.
The Export Agency of the Chamber of Danish Handicrafts provides its exporting members with information about conditions abroad and aids them in their export activities.

Grosserer-Societetet (The Chamber of Commerce of Copenhagen), Børsen, Copenhagen K.
The Export Department of the Chamber of Commerce of Copenhagen establishes contact between firms in Denmark and firms abroad; it gives guidance on economic and trading conditions in Denmark and provides information about Danish exports.

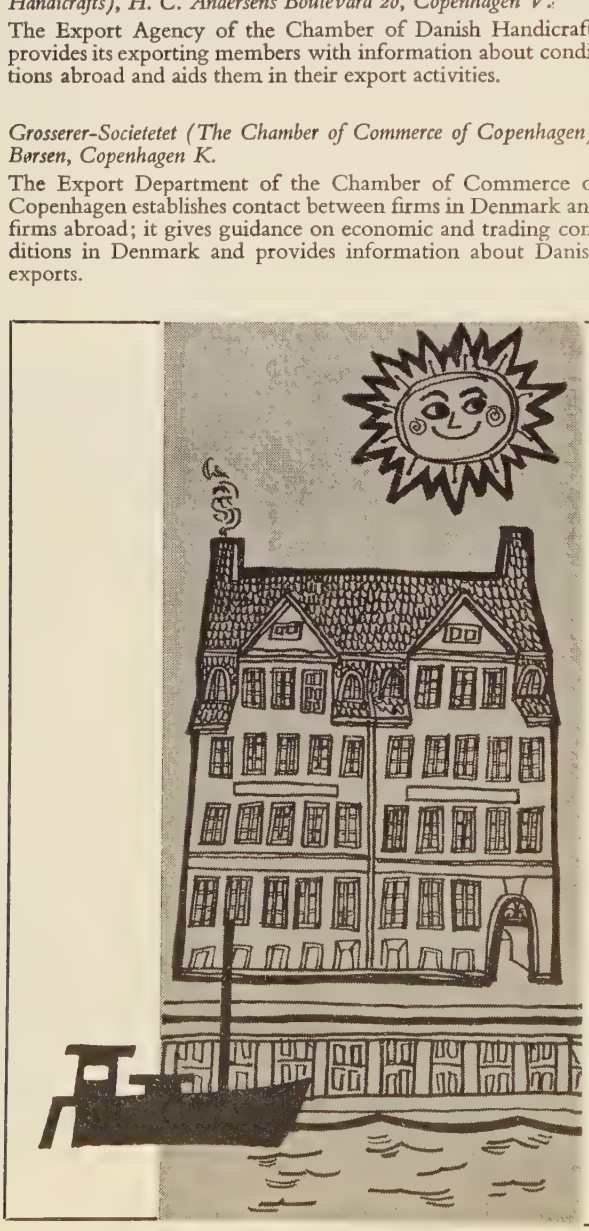
Provinshandelskammeret (Denmark's Provincial Chamber of Commerce), Kompagnistræde 32 A, Copenhagen K.
The Export Section of Denmark's Provincial Chamber of Commerce establishes contact between firms abroad and firms in Denmark, looks after the export interests of its members and arranges export conferences both at home and abroad.

Danmarks Rederiforening (The Danish Shipowners' Association), Amaliegade 33, Copenhagen K.
The Secretariat of the Danish Shipowners' Association keeps Danish shipowners informed of matters concerning foreign exchange, the import policies of foreign governments etc., and organises the exchange of information with foreign shipowners' associations. It is also the body through which contact is maintained with the Industrial Export Council.

Danske Bankers Fællesrepræsentation (The Danish Banks' Joint Agency) Gl. Strand 44, Copenhagen K.
The principal banks, Den danske Landmandsbank, Kjøbenhavns Handelsbank and Privatbanken i Kjøbenhavn, provide Danish buisness men with a comprehensive advisory service which specializes in information concerning conditions of payment in all parts of the world. Similarly, the Danish Banks' Joint Agency provides other Danish banks with world wide information on matters concerning payment and foreign exchange.

The export offices of the principal organizations also pass on export enquiries from abroad to a large number of branch organizations and members.

Foreign importers can also obtain advice and guidance from local Danish diplomatic and consular representatives and also from holders of Danish export scholarships who work in close contact with these representatives in Argentina, Australia, Canada, Hong-Kong, Iraq, Iran, Japan, The Philippines, Portugal, Puerto Rico, Singapore, Tanganyika, Venezuela and West Germany.



manufacturers
and exporters
of cheese and
other food items

address: 20 Nyhavn
Copenhagen K
telephone: MI 2230
telex: 2965
cable address:
BOELFOODS COPENHAGEN

BOEL FOODS
LIMITED
DENMARK

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THE WORLD-FAMOUS DANISH AQUAVIT

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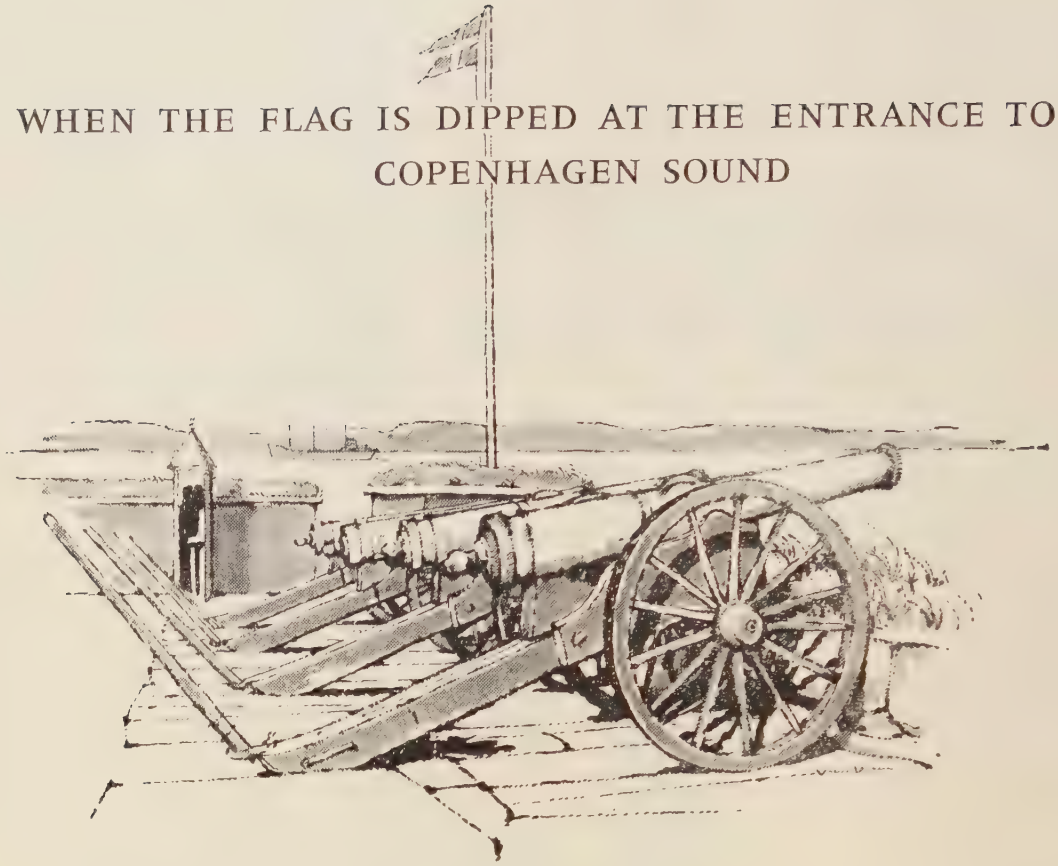
ENJOY IT ICE-COLD WITH HORS-D'OEUVRES

WHEN THE FLAG IS DIPPED AT THE ENTRANCE TO COPENHAGEN SOUND

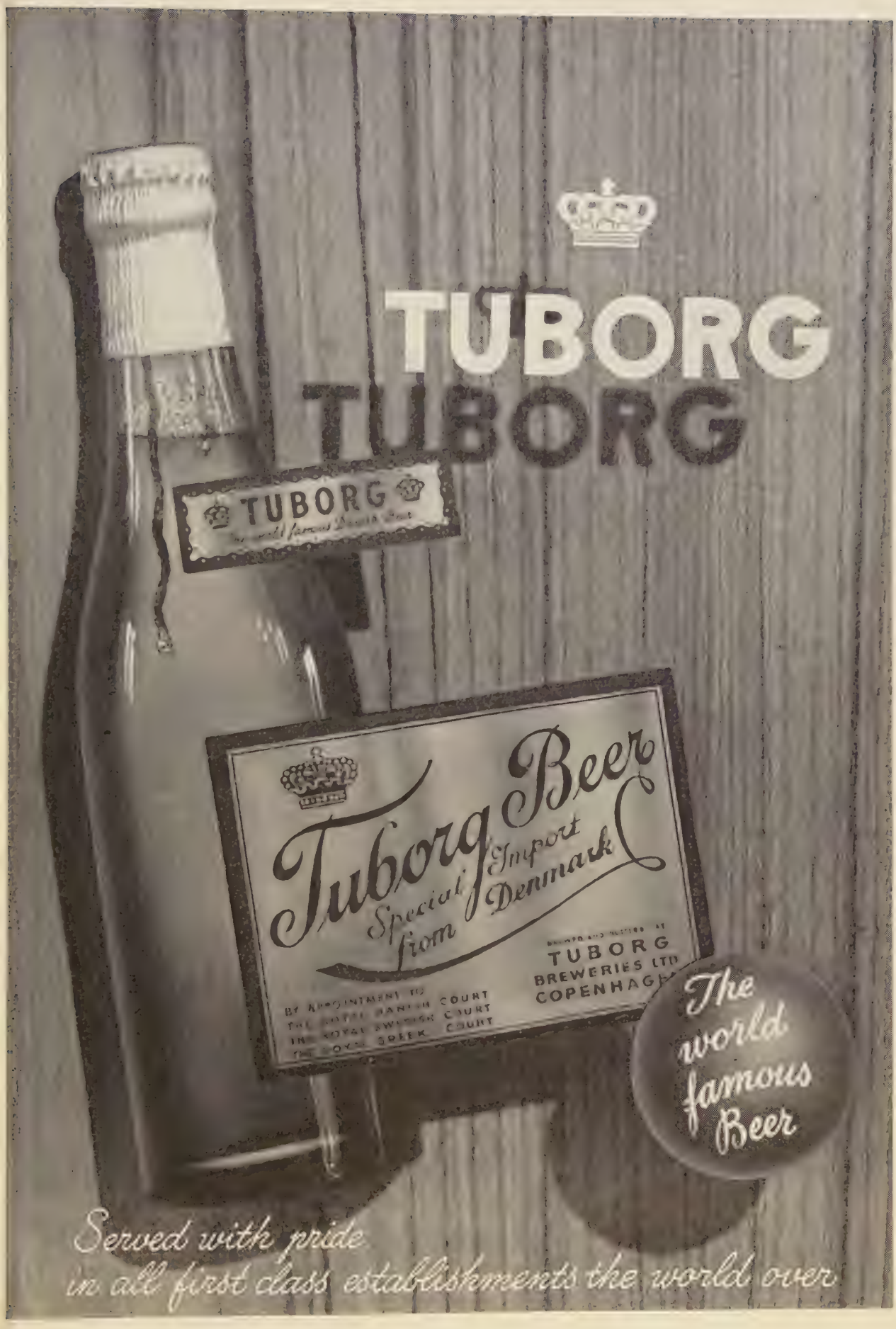


When late-medieval ships stood into the narrow Sound between Denmark and Sweden, the cannons roared their warning from the Kronborg Castle bastions for the captains to drop their anchors and pay Toll on their cargoes. More than five centuries later, this heavy Toll has given way as a national source of income to exports and the roar of the guns has been succeeded by a warm-hearted tradition followed to this very day: when the flag is dipped at Kronborg it is meant as a greeting to the crews from the Commandant of Prince Hamlet's ancient castle: Godspeed and Bon Voyage!

The same respect for tradition prevails in the house of Cherry Heering. Now as then, ships stand off the Sound, many of them loaded with the famous liqueur of Denmark. Now as more than a hundred years ago, the Heering family sends its own ships over seas to serve as Ambassadors for the things which make the stately Peter F. Heering mansion in Copenhagen the centre of a far-flung organization: cherry trees in bloom in the vast Heering orchards, the old oak casks in the cellars, a business spirit deeply rooted in bygone years, and the fair name and fame of Cherry Heering. Unimpaired through good times and bad, the flavour of Cherry Heering is as strong and as sterling as it was in the days of the Sound Toll, and on every foreign shore – from San Francisco to Singapore – from Melbourne to Montevideo – the flag is dipped to loyal friends in the tradition of enjoyment: Cherry Heering – cheers!

CHERRY HEERING

PETER F. HEERING - COPENHAGEN - DENMARK


TUBORG
TUBORG
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Tuborg Beer
Special Import
from Denmark
BREWED AND BOTTLED AT
TUBORG
BREWERIES LTD
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BY APPOINTMENT TO
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THE ROYAL SWEDISH COURT
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The world famous Beer
Served with pride
in all first class establishments the world over

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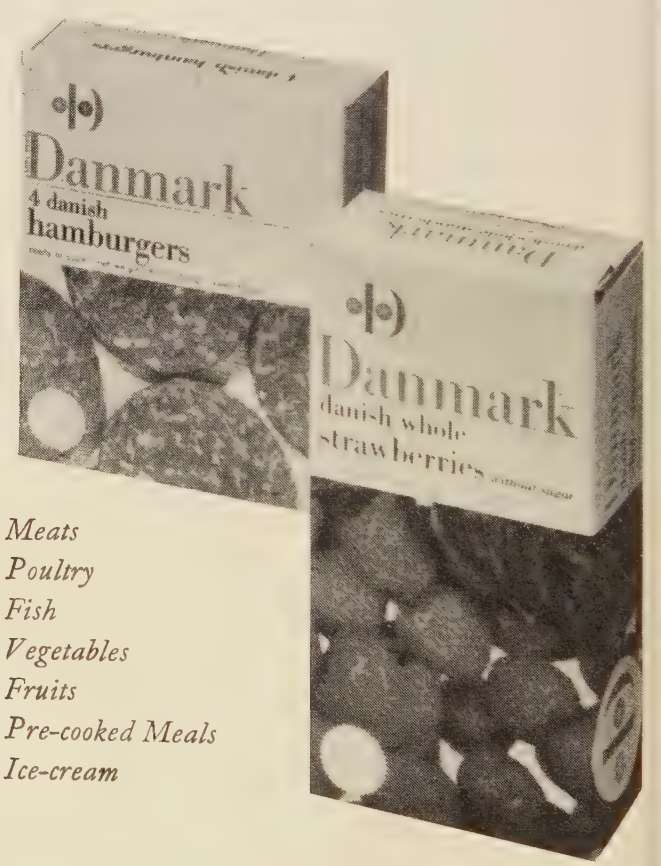
The complete range of D-Danmark labelled Frozen Foods is marketed in attractive modern packs with full colour illustrations, instructive information on thawing, preparation, and use, emphazising the high quality of the contents, — encouraging impulse buying.



Meats
Poultry
Fish
Vegetables
Fruits
Pre-cooked Meals
Ice-cream

DANISH FROSTED FOODS LTD., 1, H. C. ANDERSENS BOULEVARD, COPENHAGEN V.

The Carlsberg Breweries
welcome the XVIIIth congress of the International Chamber
of Commerce in Copenhagen 1961.

Carlsberg

PRIVATBANKEN I KJØBENHAVN

DEN DANSKE LANDMANDSBANK

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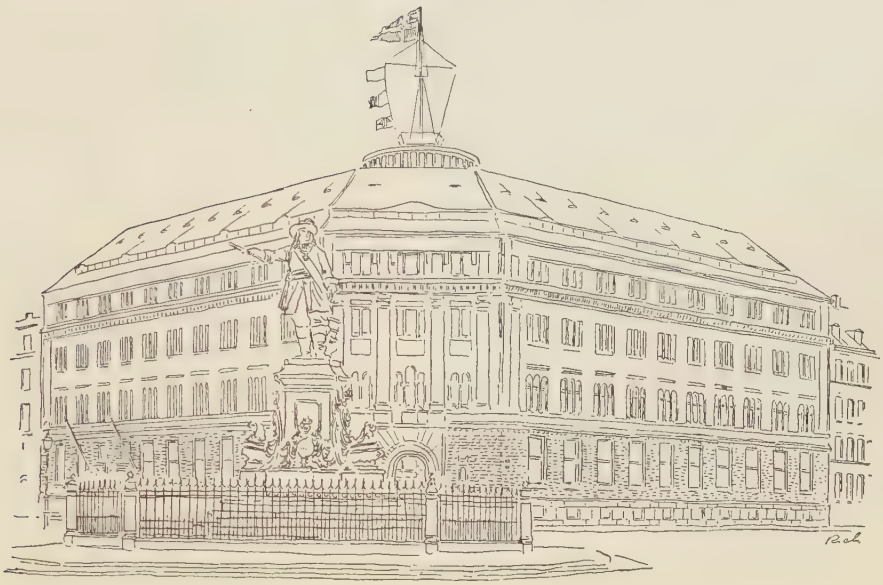
The three leading commercial banks in Denmark

AKTIESELSKABET

DET ØSTASIATISKE KOMPAGNI



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OWN OFFICES: Argentina, Australia, Congo, Brazil, Burma, Cambodia, Canada, Colombia, Chile, France, Germany, Ghana, Great Britain, Honkong. India, Indonesia, Italy, Japan, Kenya, Laos, Malaya, Nigeria, Pakistan, Paraguay, The Philippines, S. Rhodesia, Ruanda Urundi, Singapore, The Union of South Africa, Tanganyika, Thailand. Uganda, U. S. A., Vietnam, The Virgin Islands.

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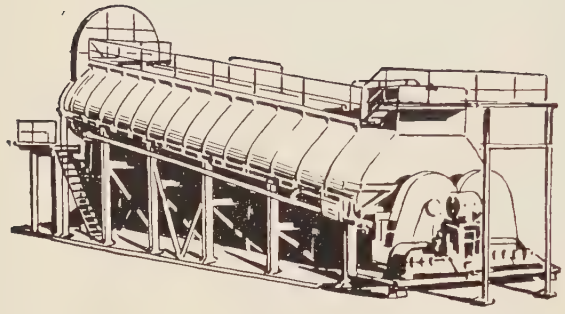
COPENHAGEN, DENMARK

TELEPHONE: CENTRAL 8300
TELEGRAMS: ORIENT

D.d.S.
CONTINUOUS DIFFUSION



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* The cheapest maintenance
* The lowest draft and pulp losses
* The smallest fuel consumption
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Copenhagen Denmark

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* A valuable raw material for the sugar industry

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OXEXPORT

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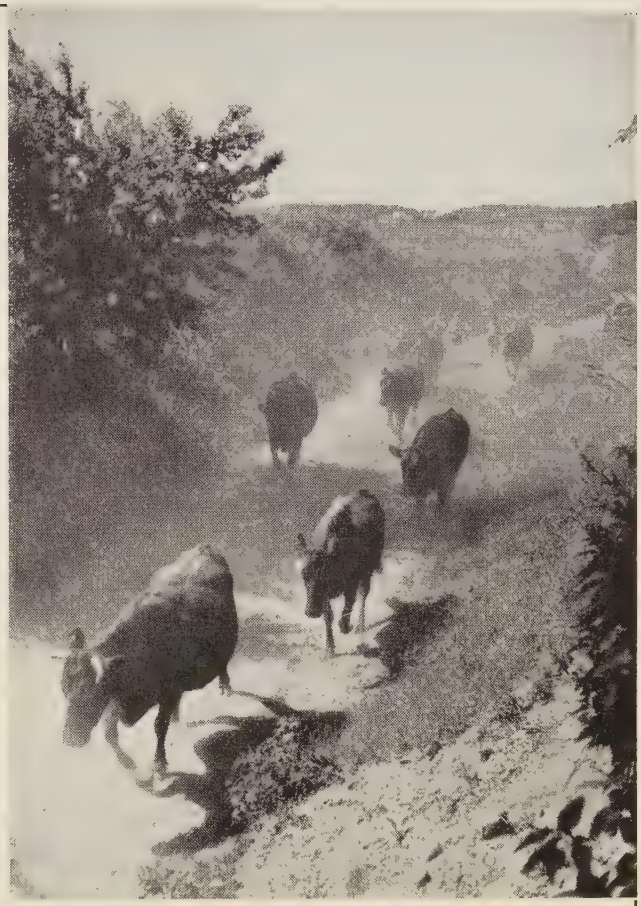
Axelborg, Copenhagen V.
Tel.: Central 5672 - telegrams: OXEXPORT
Copenhagen - Telex 2439.

*

Denmarks biggest exporters of livestock, beef and veal, fresh or frozen, with or without bones, as desired



Organized purchase of livestock, through the following firms:

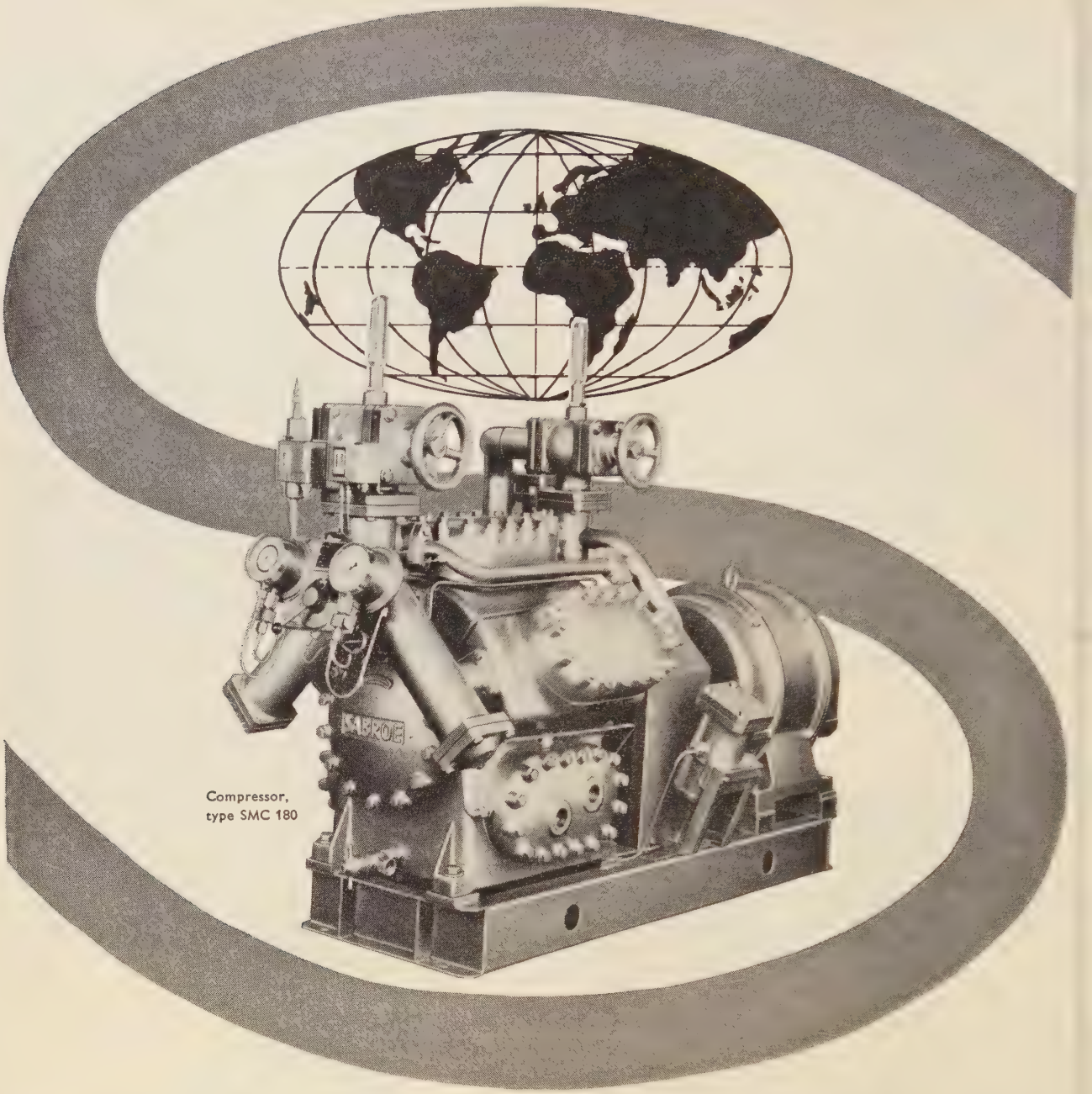
Eksportørernes Landsforening
Jens Holmsvej, Havnen, Kolding
Tel.: Kolding 4688
Telegrams: KATING, Kolding
Telex: 3363

Brødrene Hansen
5, Halmtorvet Kopenhagen V.
Tel.: Central 14.566
Telegrams: TRINITAS, Copenhagen
Telex: 2505

Lundgaards Eksportkompagni
Struer. Tel.: (078) 5 03 11
Telegrams: LUNDGAARD, Struer
Telex: 4283

Boyskov & Co.
Aabenraa. Tel.: 22522
Telegrams: BOYSKOVCO, Aabenraa
Telex: 3259

Also managed by OXEXPORT
Agricold, Esbjerg - the best and most up-to-date coldstore in Denmark
Agricold, Næstved,
The export slaughter-house at Esbjerg
The export cattle stables at Padborg and Gedser.



Compressor,
type SMC 180

SABROE

– the Danish factory that made

– a universal name in refrigeration...

SABROE facts:

★ SABROE were as founded in 1897

★ There are SABROE dealers in no less than 66 countries

★ There is SABROE refrigeration for every trade and country in the world

★ SABROE are proud to be able to say that no job is to small, too big or too difficult.

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SABROE refrigeration knows no boundaries . . .

Wherever in the world you see the name SABROE, it signifies the safe solution of a refrigeration problem. It also means speedy contact with skilful engineers and technicians who are ready to solve YOUR refrigeration problems, too. For more than 60 years, SABROE have been amassing an invaluable fund of experience, which is at your disposal without any obligation. You only need to say

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AARHUS
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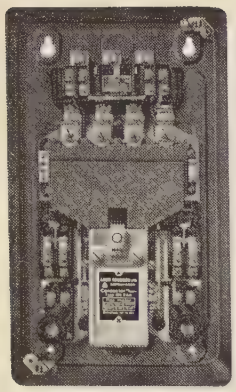
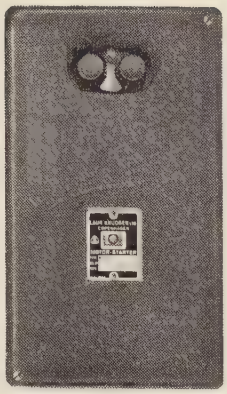
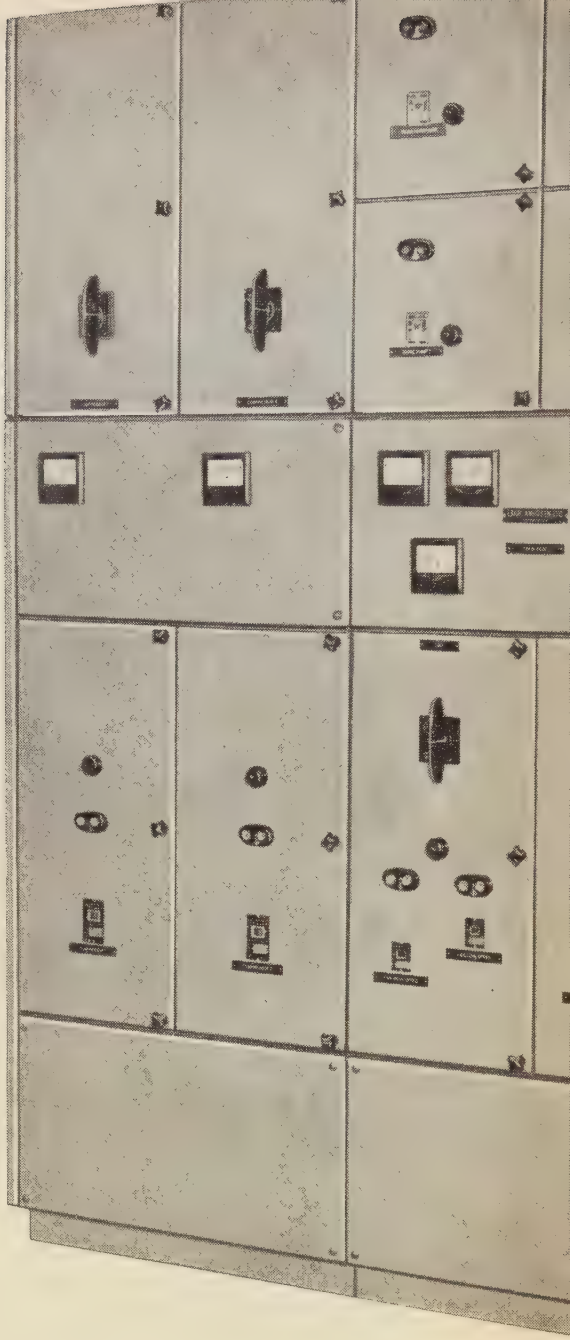
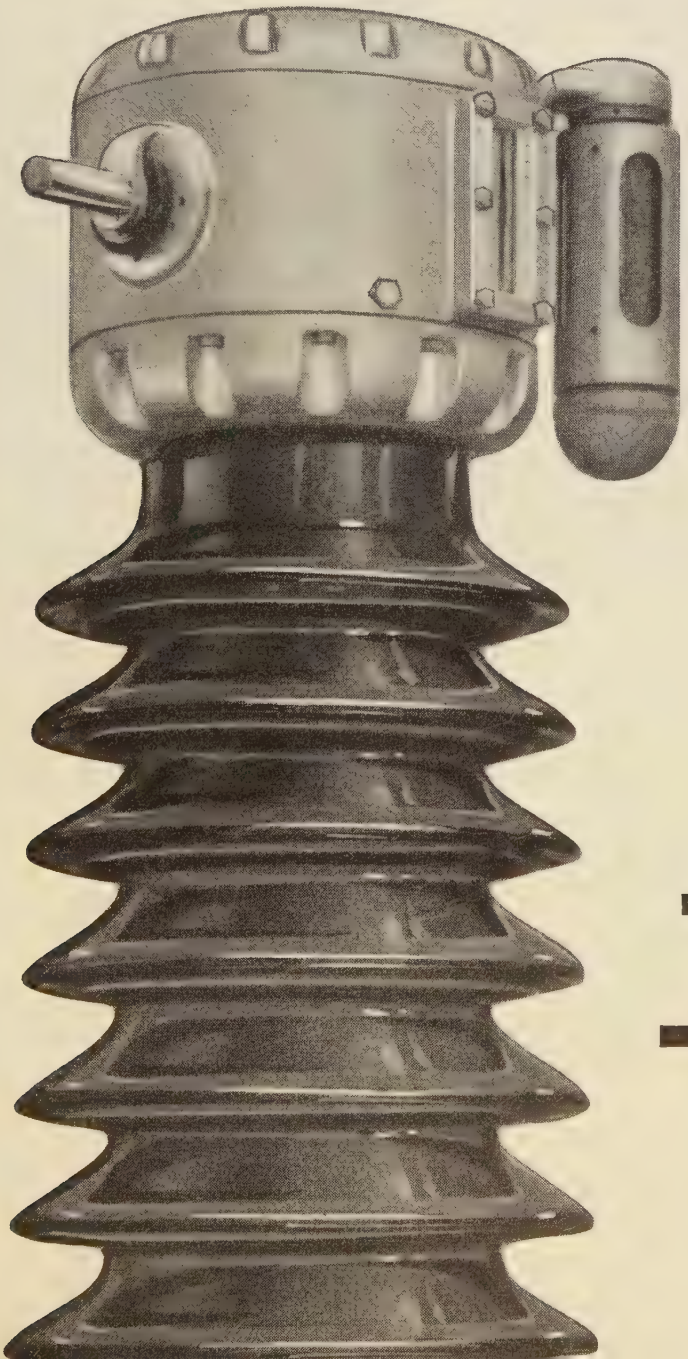






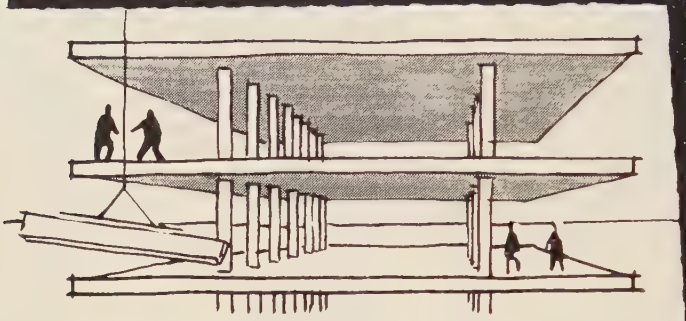
LAUR. KNUDSEN



LK

LAUR. KNUDSEN
ELECTRICAL MANUFACTURING CO. LTD.
COPENHAGEN DENMARK

DANISH CEMENT PRODUCTS
for many uses
-preferred for quality



WHITE PORTLAND CEMENT

- combines strength with dazzling whiteness - for all decorative purposes, e. g. floor and face slabs, front units, artificial stone, rendering, etc.

COLOURED CEMENT

- in 16 light- and lime-fast standard colours - used for decorative purposes, like White Portland Cement.

CEMPEXO WALL PAINT

CEMPEXO

- the Danish cement paint - available in beautiful light- and lime-fast colours besides white; water repellent; will not rub off; inexpensive in use; easy to apply.

PORTLAND CEMENT

in the world-famed Danish quality exceeds the requirements of standard specifications of all principal countries.

RAPID CEMENT

- rapid hardening Portland cement - for concrete work to be completed quickly, for concrete ware, and for concreting in cold weather.

SUPER-RAPID CEMENT

- extra rapidly hardening Portland cement - for urgent concrete jobs, for prestressed concrete and for concreting in cold weather.

HIGH SULPHATE RESISTANT CEMENT

- ASTM Type V Portland Cement - for marine works such as quays, jetties, groins, breakwaters, etc.

LOW-HEAT CEMENT

- Portland cement developing the heat of hydration slowly - for placing of large concrete masses, such as dams.

Export to all parts of the world

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Telegrams: Cementcentral - Teleprinter: 2330
28 CHRISTIANS BRYGGE - COPENHAGEN V - DENMARK

DANSK CEMENT CENTRAL

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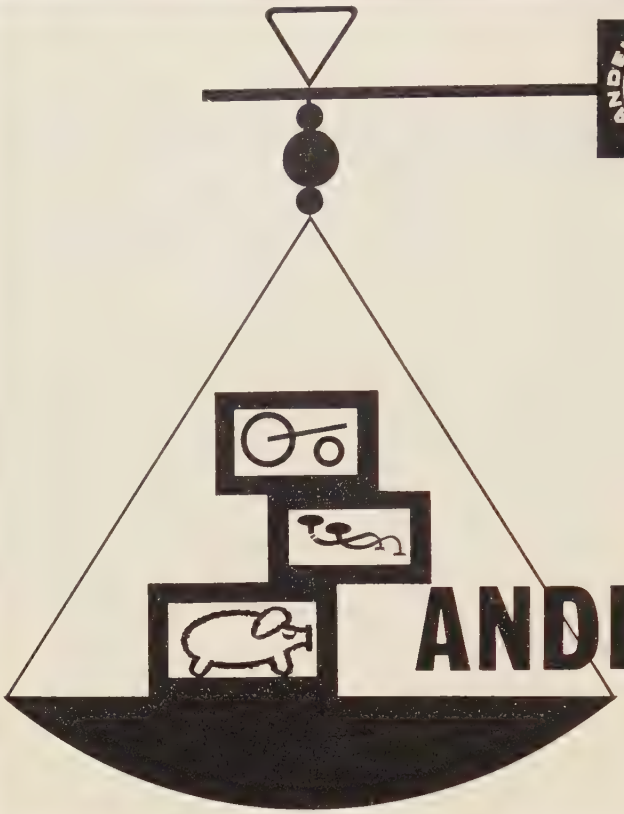
built by Christiani & Nielsen (Australia) for the Commissioner of Main Roads, Perth, W. A.
Consulting Engineers: G. Maunsell & Partners, London.

Since 1904 advisers, designers and civil engineering contractors in 45 countries on more than 7,500 contracts.



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banking service
in DENMARK

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EGG EXPORT COMMITTEE / POULTRY EXPORT COMMITTEE

Take FOOD care of your health...

DANISH MILK,
DANISH BUTTER
and **DANISH CHEESE**

THE FEDERATION OF DANISH DAIRY ASSOCIATIONS AARHUS

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bacon

- a magic word where
food is the topic of conversation.
So many fine
meals can be conjured up
with *Danish bacon,*
from the finest delicacy
to the everyday -
'bacon and eggs'-
enjoyed throughout
the world but
even more appetising
with *Danish bacon.*

bacon makes a meal

If you look at even the thinnest rasher of ***Danish bacon*** *you will notice two marks an inch apart. These are part of the two lines that enclose the word DANISH down the whole of each side. Look for the marks when you buy* ***Danish bacon,*** *you can be sure it is bacon fit for a king.*

The Danish Bacon Factories' Export Association, Axelborg, Copenhagen V.

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– suppliers of Fine Danish Foods to the world!

Trade Mark

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POTATOES

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Telegrams:
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Red Danish Cattle

Black and White Danish Cattle

Danish Jersey Cattle

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Glycerine

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Feeding stuffs

Alkali and Chlorine products

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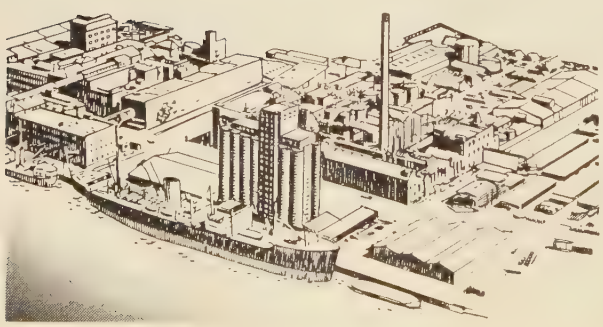

ODENSE: Three building berths up to 740 ft. length for newbuildings up to 40,000 t. d. w.

One fitting-out quay of 900 ft. length

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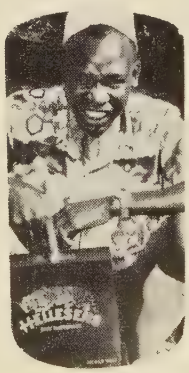
CABLES: ERIKEM · TELEX: 9763

HELLESENS dry cells, dry batteries for all purposes. Famous all over the world for their high and uniform quality

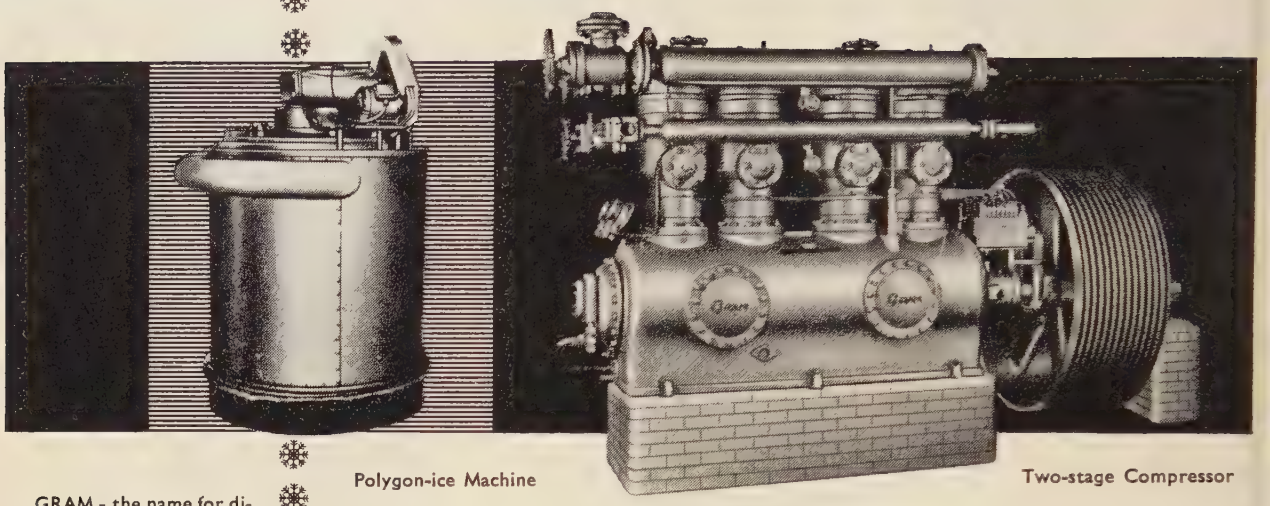


HELLESENS

6 Aldersrogade . Copenhagen Ø . Denmark

GRAM

REFRIGERATED PLANTS



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Two-stage Compressor

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Caroline Mærsk in the blue fleet

MAERSK LINE · A.P. MOLLER

A.P. MØLLER
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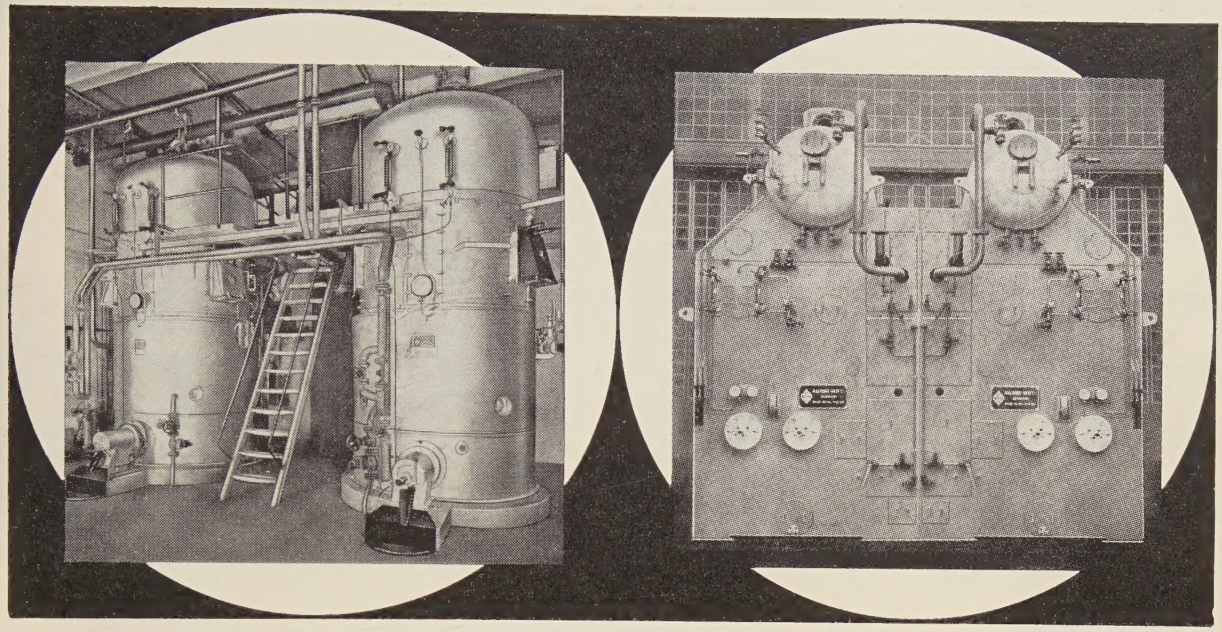
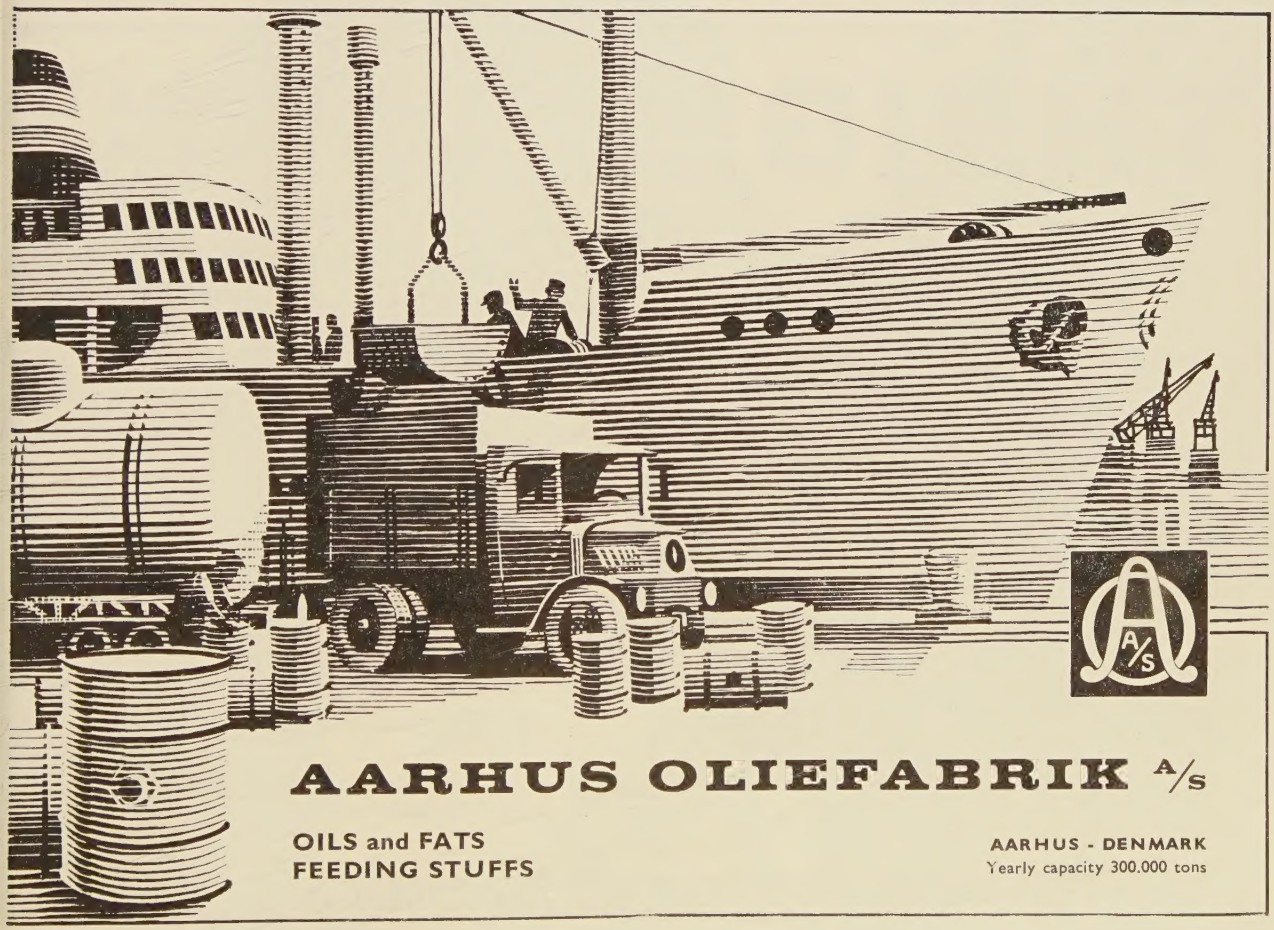


STEAM BOILERS
FOR INDUSTRIAL USE
AND SHIPPING

AALBORG VÆRFT A/S
DENMARK



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OILS and FATS
FEEDING STUFFS

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LEO PHARMACEUTICAL PRODUCTS - DENMARK

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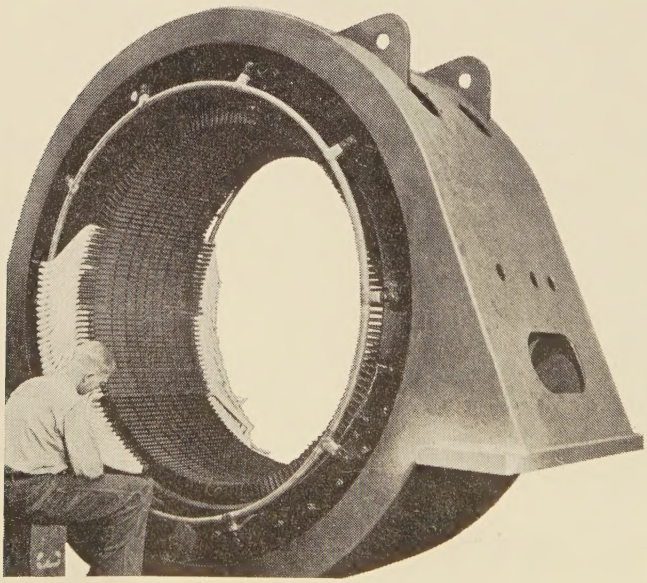
ELECTRICAL EQUIPMENT

for Industry and Marine Service



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56

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